

# THE AMERICAN ELEVATOR AND GRAIN TRADE



Established 1882.

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Established 1882

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Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XXXVII

431 South Dearborn St., Chicago, Ill., May 15, 1919

NO. 11

Our Ways and Our Means  
Encourage Patronage

**McKenna & Rodgers**

Grain Merchants  
Consignments

60 BOARD OF TRADE  
CHICAGO

We Meet Your Needs in Deeds

## TAYLOR & BOURNIQUE CO.

Grain Merchants  
MILWAUKEE, WISCONSIN

### WESTERN BRANCHES:

Chicago, Ill.  
Sioux City, Ia.  
Mason City, Ia.  
Marshalltown, Ia.  
Sioux Falls, S. Dak.  
Consignments Solicited.  
Track Bids—Sales to Arrive.

### EASTERN BRANCHES:

New York City, N. Y.  
Boston, Mass.  
Philadelphia, Pa.  
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Quality and Uniformity.

Elevator Capacity  
Milwaukee and Chicago,  
2,000,000  
Bushels

Established 1877

## LANGENBERG BROS. GRAIN CO. GRAIN and HAY

We Solicit Your Consignments

ST. LOUIS

MISSOURI

Buyers  
OF

**Clover  
AND  
Timothy  
Seed**

Mail Samples for Top Market Bids

**Milwaukee  
Seed Company**

MILWAUKEE, WIS.

## THE ILLINOIS SEED CO. GRASS SEEDS FIELD

BUYERS CHICAGO SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-  
TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

## Carlisle Commission Co.

(Established 1889)

### Hay and Alfalfa Meal Products

736-738-746 Live Stock Exchange Building  
KANSAS CITY, MISSOURI  
(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

Write Us Your Needs in Alfalfa Meal

Get Our Delivered Price

**The WAGNER**

Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature.

Stocks E. W. Wagner & Co. Bonds  
Grain Members New York Cotton Exchange  
Members Chicago Board of Trade  
Continental & Commercial Bank Bldg.

**LETTER**

Established 32 Years

CHICAGO

## Courteen Seed Co.

MILWAUKEE, WISCONSIN

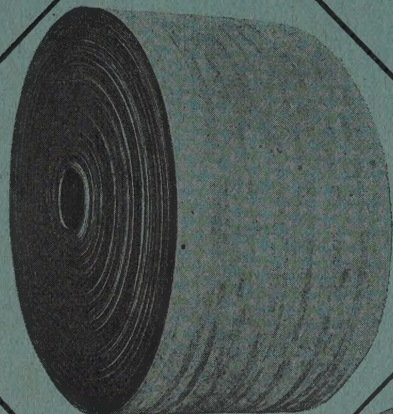
### CLOVER and TIMOTHY SEEDS

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested







# Diamond

COMPLEX GRAIN CARRYING at minimum expense

Rapid handling with minimum abrasion on the grain itself and least expense in operation are but two of the certain results obtained with Diamond Rubber Covered Belting in your elevator.

Complex grain carrying, using both runs of the belt. Loading and discharging at any point to different bins on either side of the installation. Reversing of direction, and running the belt flat or troughed—these are everyday possibilities in elevators equipped the Diamond way.

"ELEVAY" and "GRAINVEY" are vital necessities for the profitable running of your plant. They are made of special duck and toughest high-grade rubber friction, to operate with lowest frictional loss.

Diamond belts run straight and are practically wear-proof. They are in use in largest Terminal and small Country elevators, making grain handling more profitable wherever installed.

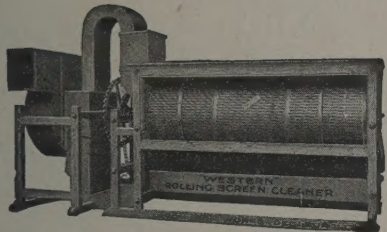
THE DIAMOND RUBBER COMPANY, Inc.

Distributors Everywhere  
FACTORIES, AKRON, OHIO

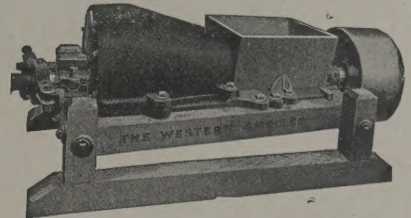
## GRAIN ELEVATOR BELTS



# The Western Line of Elevator Equipment



"Western" Rolling Corn Screen Cleaner

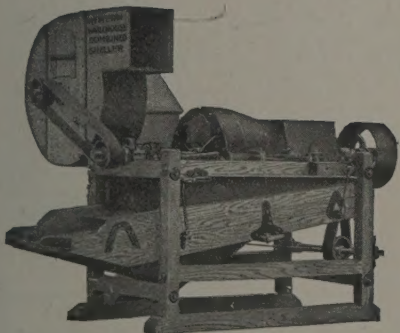


"Western" Pitless Warehouse Sheller

IF YOU are interested in modern elevator efficiency, progress and improvement, you should certainly send for our catalogue containing a full line of up-to-date equipment—everything needed for grain elevators.

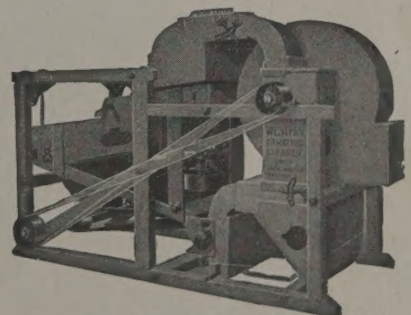


WHEN you pay good money for elevator machinery you are entitled to efficient service. A selection from the Western line is assurance that you will get service that can be relied upon.



"Western" Warehouse Combined Sheller

An investigation will convince you of the merits of all Western elevator equipment.



"Western" Gyrating Cleaner

## UNION IRON WORKS

DECATUR - ILLINOIS

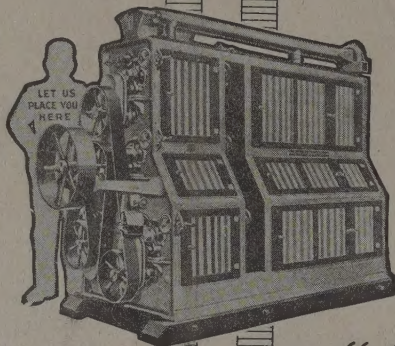
Complete Line of Shellers and Cleaners Kept at

1400-1402 West 12th Street

KANSAS CITY, MO.



Here are some of our customers who have bought their second (Midget) Marvel Mill, having to increase their capacity to take care of their trade.



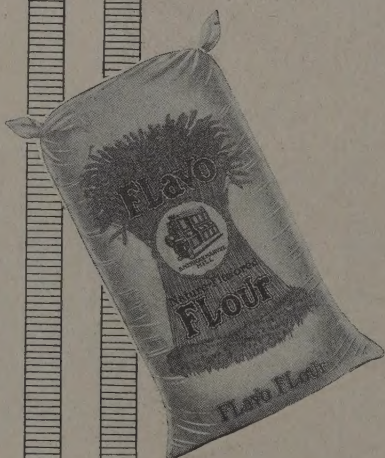
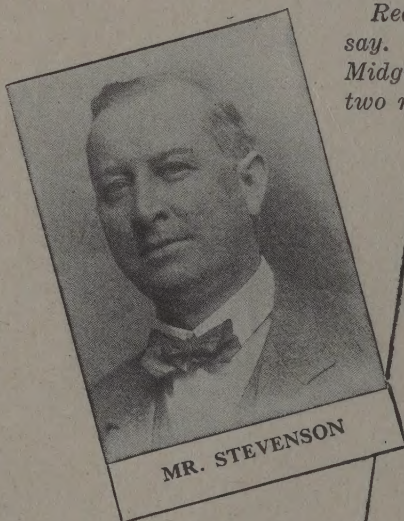
ADLER BROS. (Altoona Feed Mills), Altoona, Pa.  
 BRAMLETT-BARR MILLING CO., Laurens, S. Car.  
 CARL BESHONER, Paris, Ark.  
 CLARK & ADAMS, Vienna, Va.  
 W. T. DUNWODY, Huntland, Tenn.  
 DEARING ROLLER MILLS, Dearing, Ga.  
 FARMERS' MILLING CO., Etowah, Tenn.  
 DAVID DIETZ, New Salem, N. D.  
 T. FREIJE, Rincon, N. Mex.  
 J. GERLACH, Bessie, Okla.  
 HALL BROS. MILLING CO., Morehead, Ky.  
 HARTZELL MILLING CO., Enough, Mo.  
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 W. H. HORNE, Rocky Mount, N. C.  
 F. H. JENNINGS, Galax, Va.  
 LUBERT KARNES, Martinsburg, Ind.  
 A. E. KEPLINGER, Lahmansville, W. Va.  
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 KIOWA MILLING COMPANY, Kiowa, Kansas.  
 OAK CLIFF MILLING CO., Dallas, Texas.  
 PLANO MILL & ICE CO., Plano, Texas.  
 E. S. PRATHER, Benkelman, Neb.  
 E. H. RAYMOND, Osseo, Mich.  
 ROSS & JOHNSON, Tahlequah, Okla.  
 SPRAGUE & WARD, St. Johns, Mich.  
 STRAWN FLOUR MILLING CO., Strawn, Texas.  
 VAN ALSTYNE ROLLER MILLS, Van Alstyne, Tex.  
 ZOELLNER BROS., Waupun, Wis.  
 PRYOR MILL & FEED CO., Pryor, Okla.  
 WHITELEY MFG. CO., Kenesaw, Nebr.  
 SLEEPER VALLEY MILLING CO., Valley Mills, Tex.  
 BARRETT MILLING CO., Thorp, Wis.  
 C. E. BERNSTEIN, Tecate, B. C. Mexico.  
 C. M. FISHER, Chelsea, Iowa.  
 COMMUNITY MILLING CO., El Paso, Tex.  
 PULLIAM MILLING CO., Dallas, Tex.  
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 H. J. RUSSELL, Weiser, Idaho.  
 TEXAS-MEXICAN MILLING CO., Laredo, Tex.  
 R. C. FISHER, Frisco, Tex.  
 C. H. RAYMOND, Shadyside, Mich.  
 HOME MILLING CO., Fargo, N. D.

## OVER 1600 OWNERS OF AMERICAN "MIDGET" MARVEL MILLS

are proving the efficiency of these wonderful mills, because they are making unusual profits on their investments by making

### "A Better Barrel of Flour Cheaper"

Read what Mr. Stevenson of Arcanum, Ohio, has to say. Five years ago he started operating an American Midget Marvel Mill and since that time has purchased two more.



Requires a Minimum of space, power and labor to operate.

#### The Small Mill That Will Net You BIG PROFITS

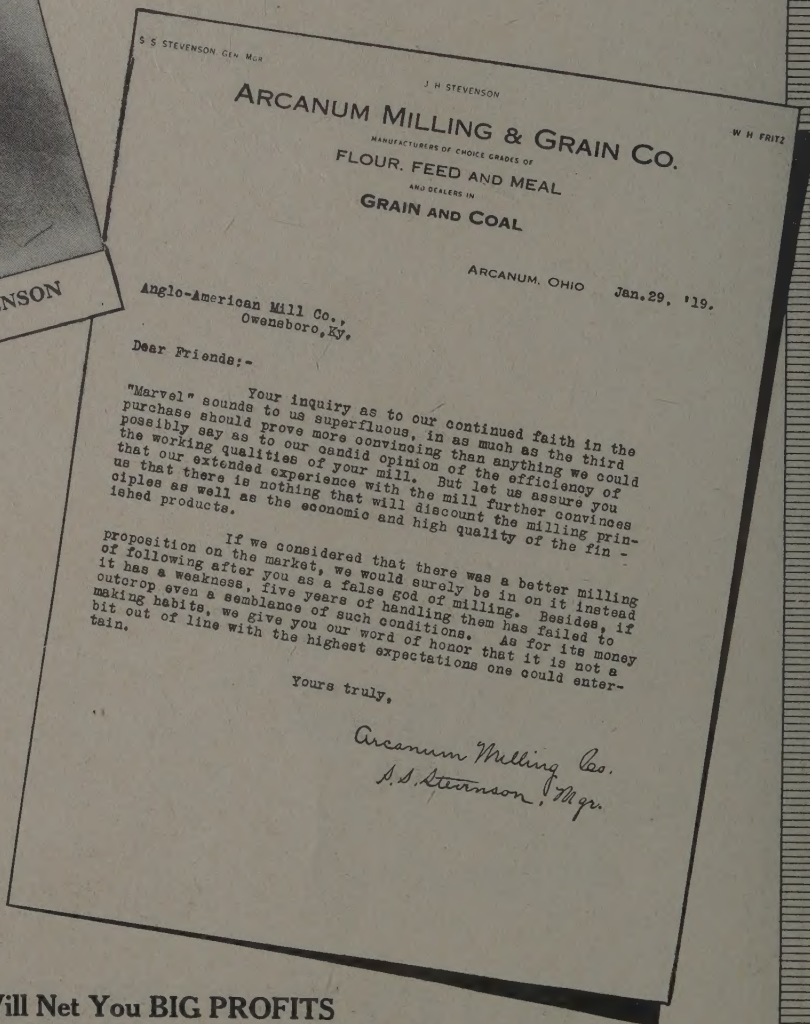
Our prices have just been reduced to peace time basis and in addition we are offering a special proposition for the next two months that will interest you.

### THE ANGLO-AMERICAN MILL CO.

586-592 Trust Building

OWENSBORO, KY.

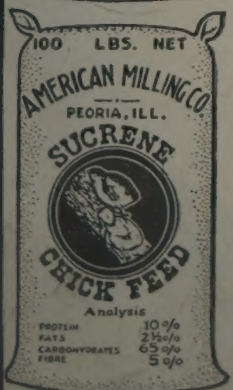
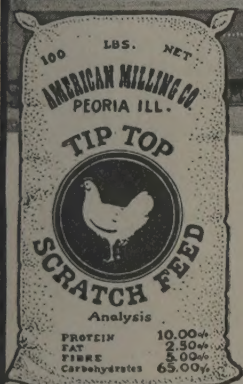
Meet us at our exhibit at the Community Millers' Convention to be held in Louisville, Kentucky, from May 19th to 24th.





# Place Poultry Feed Orders Now!

*High  
Quality  
Guaranteed*



## SUCRENE Poultry Grain Feeds

Our big new elevator and our facilities for manufacturing poultry feeds were not impaired by the recent fire at our Peoria plant. Our capacity for producing these feeds is 10 cars per day and we solicit car load orders on assurance of prompt delivery.

### THERE'S MORE POULTRY TO FEED IN 1919 THAN IN ANY PREVIOUS YEAR

Everywhere,—in city, town and country—poultry men have been busy at government request and under the influence of high prices. The bulk of the poultry feed business is in the grain feeds.

Sucrene Poultry Grain Feeds are famous for being composed of clean, sound grains, for careful mixing and milling. They combine all the requisites of selling success—Quality, Popularity, Complete Line, Steady Demand, Low Selling Cost, Good Profits.

Our line of grain feeds for poultry meets every demand of your trade. It includes: Sucrene Scratch Feed, Cluck Scratch Feed, Tip Top Scratch Feed, Sucrene Chick Feed, Tip Top Chick Feed. Quality and Service is our motto—and a profitable business asset to you.

Let us have your order for a mixed car at once.  
It will give you the "inside track" on the demand for  
every class of poultry feeds.

## AMERICAN MILLING COMPANY

Mills:  
Branches:

Peoria, Ill.  
Philadelphia, Pa.

Owensboro, Ky.  
Cleveland, Ohio.

Boston, Mass.

Address Main Office at Peoria, Ill.



FOUR months have elapsed since Editor J. Ralph Pickell started on his six months swing around the devastated countries of Europe to determine for the ROSENBAUM REVIEW and a branch of the United States Government, just what conditions exist relative to grain and food requirements.

## THE ROSENBAUM REVIEW

Postal Telegraph Building, Chicago

is now publishing these articles. They reach the heart of these vital questions and give invaluable information which you can secure from no other source. Send \$2.00 today for yearly subscription to this periodical or a dollar bill for six months.

---

### Grain Consignment Service

Relative to our grain consignment service we have ample storage, complete drying facilities, favorable Eastern connections and a force of trained men at the head of each department.

*Send along your consignments—send  
samples—wire us collect for bids*

## J. ROSENBAUM GRAIN CO.

Home Office: Chicago, Ill.

KANSAS CITY  
OKLAHOMA CITY

GALVESTON  
OMAHA

NEW YORK  
FORT WORTH

NEW ORLEANS





# Conveyor Belts

THE most important step toward increasing the efficiency of Conveyors is the new method of constructing every United States Conveyor Belt for the particular service it is to perform.

The weight of duck, the construction of the body, and the rubber friction are especially selected—every precaution is taken to insure perfect satisfaction.

## United States Rubber Company





# CINCINNATI

## THE NATION'S HAY CENTER



**C**INCINNATI is the ideal center for the hay trade. Railroad facilities could not be better. Trunk lines run from all the adjacent hay growing states to this city, thence lead to the consuming section of the South and East, assuring quick returns and conditions favorable to top prices at all times.

Under the "square deal" plugging system the grade of hay can be established to an absolute certainty. There is no chance of change in the price originally quoted and all dissatisfaction, complaints and subsequent inspections are eliminated. Shippers are protected and get what the hay is honestly worth and all that it is worth.

Look at the map and market your hay through any of the following responsible members of the

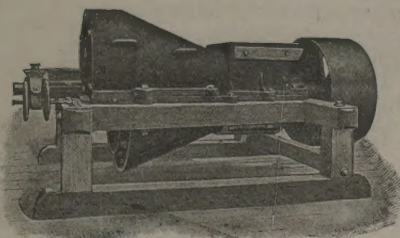
### Cincinnati Grain & Hay Exchange

Brouse-Skidmore Grain Co., The  
Mutual Commission Co., The  
Early & Daniel Co., The  
Fitzgerald Bros. Co., The  
De Mollet Grain Co.  
Eikenberry-Fitzgerald Co., The

Blumenthal, Max  
Gowling, Alfred  
Costello Grain & Hay Co., The Joseph F.  
Gale-McMillen Hay Co.  
Dorsel Grain Co., The

Cleveland Grain Co., The  
Granger, Dan B., & Co.  
Bunting & Hill Co., The  
Cross Co., The D. O.  
Gray & Co., Ralph  
Bender, A.



*Corn Sheller*

# It Pays To Install

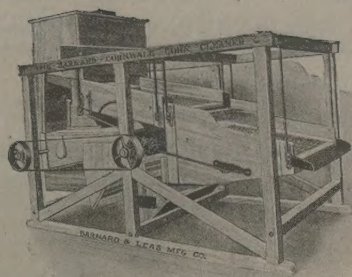
## **B**est **M**ade

### ELEVATOR MACHINERY

because every machine is reliable,  
Dependable and 100% Efficient.

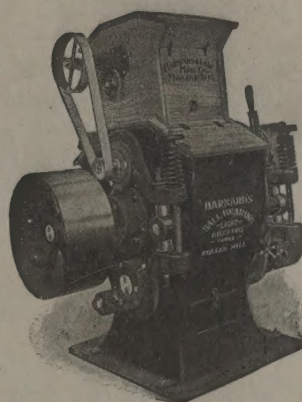
Evidence of these facts are substantiated by numerous repeat orders received from thousands of satisfied customers in all parts of the country.

No matter if your requirements are for a single machine or an entire new equipment, the Barnard-Moline Line is bound to produce satisfactory results

*Corn Cleaner*

## ELEVATOR

managers are fast realizing the big profits to be had in having a Feed Department in connection with their elevators. Farmers desire feed, ground from their own grain; then why not let us equip your Elevator with the necessary efficient machinery and give him this service, besides making your elevator more profitable to you.

*Roller Feed Mill*

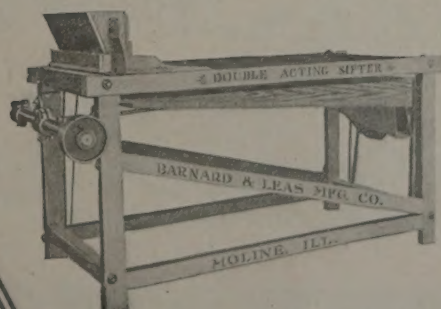
*Write us at once for Catalog and Prices*

# BARNARD & LEAS MFG. CO.

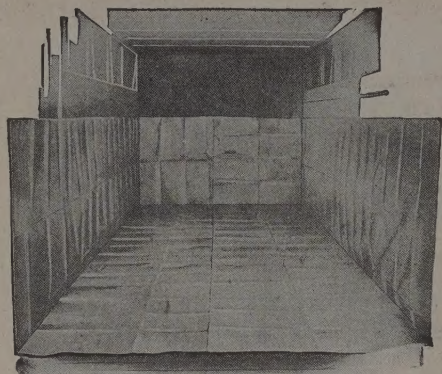
## MILL BUILDERS AND

## MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

*Double Acting Sifter*





THE business of the Kennedy Car Liner and Bag Co. originated in Shelbyville, Ind., in the year 1907. Mr. Fred Kennedy, a shipper of grain of that city, first manufactured and used the liners to safeguard his own shipments. He found his trouble, his losses entirely done away with after using the liners.

Thereupon he passed the good thing along.

He commenced the manufacture of the liners for his fellow shippers in all parts of the country. The liners sprang into immediate popularity and the business of their manufacture and sale has grown steadily up to the present time.

## Kennedy Car Liners

**Stop Grain Losses in Transit  
Thus Assuring Your Profits**

Kennedy Car Liners afford you the most advantageous, inexpensive and yet most efficient method of preventing transit leakage. They are readily installed and save you time cooping cars, especially when you are busiest. Every Kennedy Car Liner is an insurance policy providing the greatest protection at least cost. They are made in various types suitable for all classes of leaky cars.

Kennedy Standard Liners are for cars in general bad order.

Kennedy End Liners are for cars with defective ends and corners.

Kennedy Grain Door Liners furnish protection at the grain doors.

*The time saved in patching up an old car is  
alone worth the price of the liner.*

The U. S. Railroad Administration order No. 57-A provides that shippers coopeer all cars; that no claims will be paid where there is a clear seal record and no evidence of leak. Can you afford to risk losing grain at present market value?

Send today for an assortment of the liners. We make prompt shipment.

**Kennedy Car Liner & Bag Co.**

SHELBYVILLE, IND.



# Let Us Show **YOU**

## How We Help You Get the Feed Business of Your Locality

We have a business building plan that will help you get the feed trade in your locality. We want to put it in your hands for consideration. We want you to see how easy you can apply it to your trade zone. No trouble—no work—we do all that. We can't show it in this advertisement or tell you all about it—just

## Write for Particulars

Simply say, "send me your plan showing how you help feed dealers to get the bulk of the feed business in their locality." No matter whether you are now handling our feeds or not. It fits both old and prospective dealers. Costs nothing and writing for it does not place you under any obligation. It is well worth looking into because it is built especially to increase your feed trade—and it does it, too.

Dealers are enthusiastic about this business building plan. Here's a sample of responses:

"You have stirred us up. We now feel sure of selling one or more cars of your feeds a week. We know that we are going to 'get there' with your help."

Write for it today—RIGHT NOW—lest you forget.

**The Quaker Oats Company**

Address:  
CHICAGO, U. S. A.

119-0

# FUL-O-PEP

POULTRY FEEDS

We have just put out a new line of Poultry Feeds that are proving a sensation in the poultry field: FUL-O-PEP DRY MASH; FUL-O-PEP SCRATCH GRAINS; FUL-O-PEP CHICK FEED; and FUL-O-PEP GROWING MASH.



# REXALL

## DOUBLE

This is true in Belting, just as in every line of Merchandise: Extra thorough care in manufacturing always brings greater service and more profit to the consumer as well as the maker.

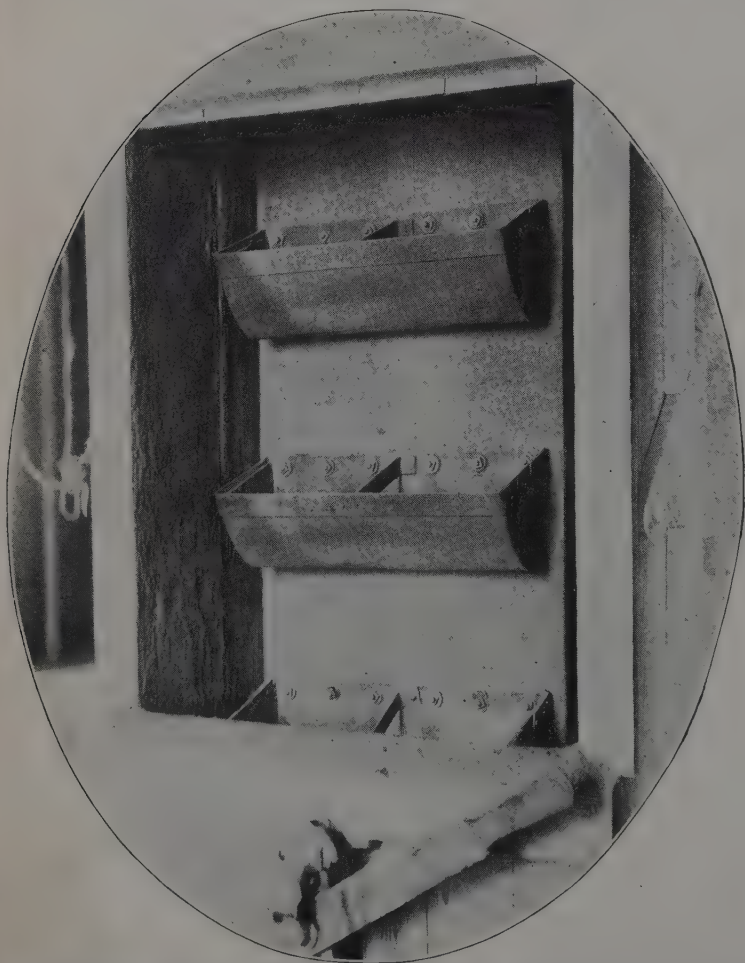
To the uninitiated, one belt may look like any other kind of belt. But it is the unseen, hidden quality of materials and processes of manufacture that determine the service-value of belting.

The reason for the extra service records of REXALL double-stitched BELTS lies in the manufacturing extras that are found in them and not in others. These extras mark the difference between ordinary belting service and REXALL service.

For in REXALL double-stitched BELTS there are no manufacturing short cuts.

In REXALL belts we use the heaviest fabric practicable—37½ oz. fabric, made up to our specifications and triple tested for evenness of weave, strength and flexibility.

REXALL belts are double-stitched in closer rows and with shorter stitches. Ply separation is prevented.



## IMPERIAL BELT

General

Lincoln and Kinz

Branch

120 Liberty Street  
New York, N. Y.

512 Hippodrome Bldg.  
Cleveland, Ohio

924 Kearns  
Salt Lake

**ANTI-SULPHO—Anti - Sulphur**  
**BELTS**



# BELTS

## STITCHED

REXALL belts are impregnated at high temperature with a specially prepared gum which is thus temporarily brought to a liquid state and impregnates and insulates every fibre of the fabric.

REXALL belts have high tractiveness and flexibility, and resist cold, heat and moisture over long periods.

The proof of REXALL quality is to be found in its wide use in Grain elevators for conveying and in the remarkable service records and savings that REXALL belts have effected everywhere. We know of no other belting that has produced greater tonnage records at lower cost per ton.

Our engineering staff will be glad at any time to assist in working out conveyor problems in a way to give the maximum service at pronounced savings. This service is offered without charge or obligation.

## ING COMPANY

Offices:

Streets, Chicago

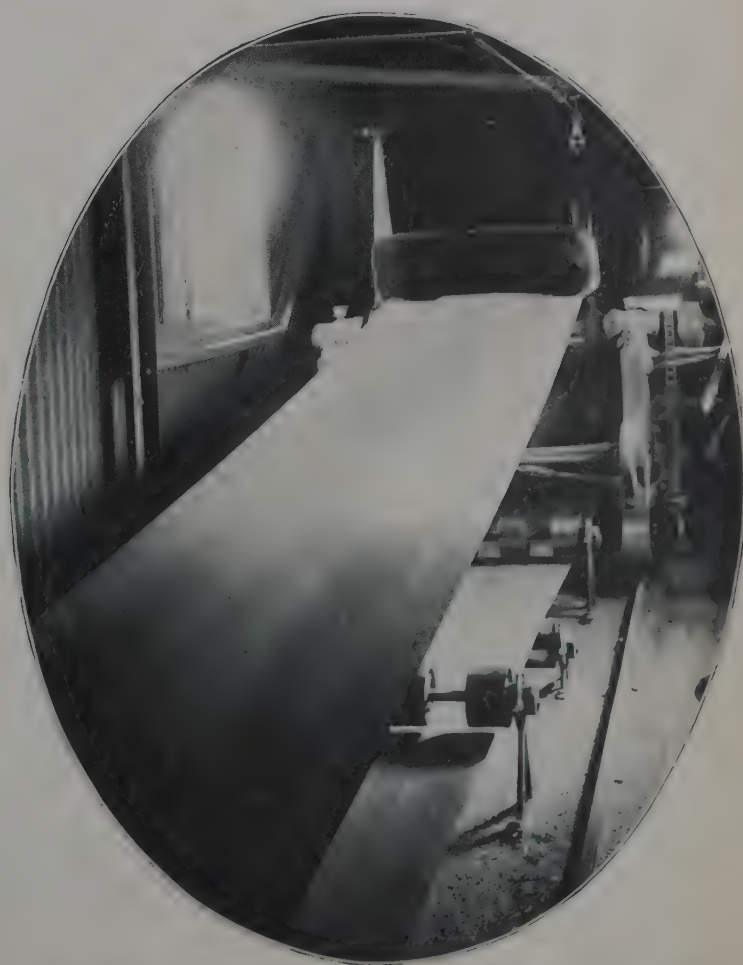
ces:

g.  
Utah

112 Market Street  
Pittsburgh, Pa.

205-209 Kresge Bldg.  
Detroit, Michigan

Belts are especially impreg-  
d for bleachery service.







DON'T NEGLECT  
CORN PRODUCTION

WE ARE ENDEAVORING  
TO SUPPLY SELECTED  
QUALITIES OF SEED  
AND FODDER CORN AT  
REASONABLE PRICES  
ASK FOR QUOTATIONS

THE  
ALBERT DICKINSON CO.  
MINNEAPOLIS                      CHICAGO





Canadian Government Railway's Elevator and Gallery System, St. John, New Brunswick.

Recently Completed

Capacity 500,000 Bushels

Designing and Consulting Engineers for Entire Work

**JOHN S. METCALF CO., Limited**

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, Montreal, Canada 36 Southampton Street, Strand, London, W. C. England 395 Collins Street, Melbourne, Australia 108 S. LaSalle Street, Chicago, Ill.

**BALLINGER & McALLISTER**

CONTRACTORS - DESIGNERS

Grain Elevators Ear-Corn Plants

Unity Bldg.

COMPLETE

Bloomington, Ill

**L. A. STINSON**

CONSULTING ENGINEER

H. E. GODFREY, Civil Engineer

REFERENCES: Some of the biggest and best grain elevator plants in the country

**National Life Building**

**Chicago, Ill.**

Grain Driers, General Overhauling and Improvements

**BLAYLOCK & KNAPP**  
STEEL CONTRACTORS

Monadnock Block

CHICAGO, ILL.

All classes of Steel and Iron Work designed, delivered and erected complete.

We furnished the steel and iron work for the following recently constructed grain elevators and mills: C. & N. W. Ry. Elevator, Council Bluffs; Kentucky Public Elevator, Louisville; American Milling Co., Peoria; Municipal Grain Elevator, Portland, Ore.; Rosenbaum Bros. Feed Mills, Chicago, etc.

**J. D. McCLEAN & CO.**

Designers and Builders of Grain Elevators, Corn Mills, Feed Mills, Truck Scales, Special Machines. We Build on Commission Plan. Do not let your Contract until you write us and get our Proposition—Any Kind—Any Capacity—Vitrified Blocks, 3-inch Stone, Washington Fir, Bins Silo-Style. Write us your wants. Be Sociable.

805 N. PERRY ST.

PEORIA, ILL.

**CONCRETE  
ELEVATORS  
and MILL  
BUILDINGS**

DEVERELL SPENCER & CO.  
GARRETT BUILDING  
BALTIMORE, MARYLAND



**CLEAR the DECKS—Now for 1919**



Kansas City Southern Ry. Terminal Elevator

We have never entered into any year better equipped to serve our patrons than 1919 finds us. Our engineering and construction organization is at the top notch of efficiency.

Consult us for large or small elevators, flour mills, warehouses, etc., etc.

We build in concrete or wood.

**Burrell Engineering & Construction Co.**

WEBSTER BUILDING

CHICAGO, ILL.



## It Will Last

Reinforced concrete. Built for heavy floor loads.  
Uses the daylight. Tracks arranged right.

**"Macenco Results"**



1500 barrel Mill, 300,000 bushel Elevator and  
500 H. P. Diesel Power Plant of the Kansas  
Flour Mills Company, Great Bend, Kansas.

**Macdonald Engineering Company**  
53 West Jackson Boulevard  
CHICAGO

## AN URGENT NEED

AMERICA needs at once grain storage sufficient to handle the largest wheat crop on record. Are you, as a miller or elevator man, ready to handle your share? Are you equipped with all the storage that your business, present and immediately prospective, demands?

The season is getting on. Have you yet investigated the POLK SYSTEM of monolithic concrete storage construction? POLK SYSTEM structures are 100% perfect and 100% durable. The POLK SYSTEM machine is built to build them that way.

Have you considered the plan of buying a POLK SYSTEM all-steel storage machine and building your bins as your business grows? Many millers and grain dealers have done so, much to their profit.

## Polk Genung Polk Company

706 Fisher Bldg.  
CHICAGO

Factory Fort Branch  
Office Indiana

## FOLWELL-AHLSSKOG CO.

**Engineers and Contractors**

*Designers and Builders*  
OF

Grain Elevators, Flour Mills, Industrial Plants, and other  
Engineering Works



PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine Tower. Reinforced Concrete. Latest improvements. Write us for designs and estimates.

2051-6 McCORMICK BUILDING, CHICAGO

## PETERBORO ONT. PLANT THE QUAKER OATS COMPANY

DESIGNED AND BUILT BY  
CANADIAN LEONARD CONSTRUCTION CO., LTD.



## LEONARD CONSTRUCTION COMPANY ENGINEERS and CONSTRUCTORS

McCORMICK BLDG.  
CHICAGO

WHITEHALL BLDG.  
NEW YORK

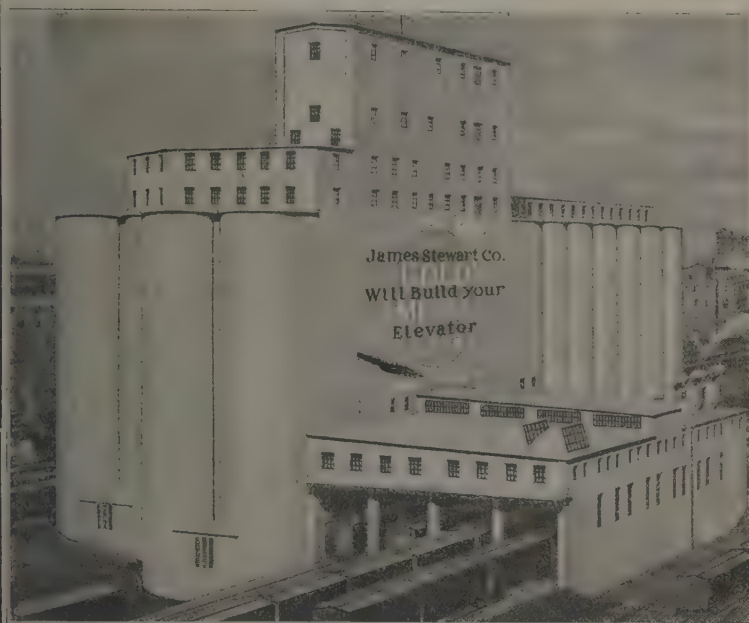
*We Invite Your Inquiries*



**TWO MILLION BUSHEL FIRE PROOF  
RECEIVING ELEVATOR**

FOR

**Washburn-Crosby Company**  
Minneapolis, Minn.



*Write us for designs and estimates*

We Design and Build Elevators, any type of construction, in any part of the World.

**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.

W. R. SINKS, Manager

Chicago & Northwestern Railway Company's New  
Reinforced Concrete Grain Elevator Being Built  
at Council Bluffs, Iowa, for the Urdike  
Grain Company of Omaha, Neb.



Our experience covers every branch of grain elevator  
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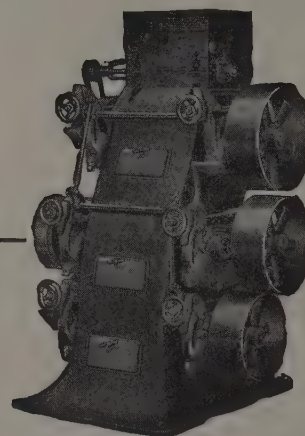
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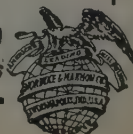
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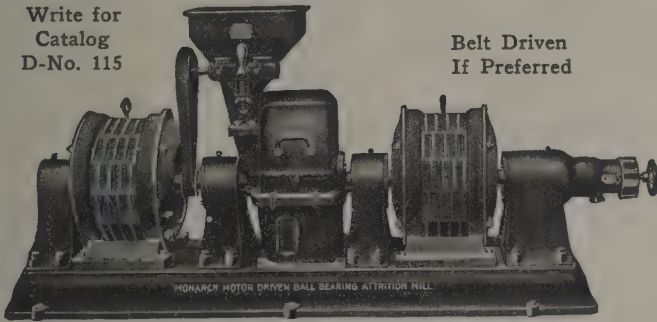
Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

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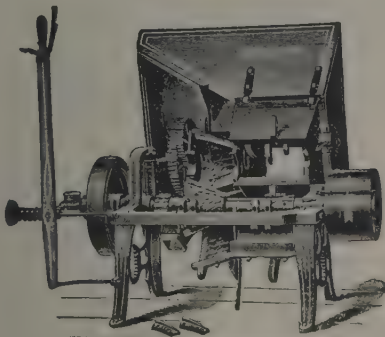
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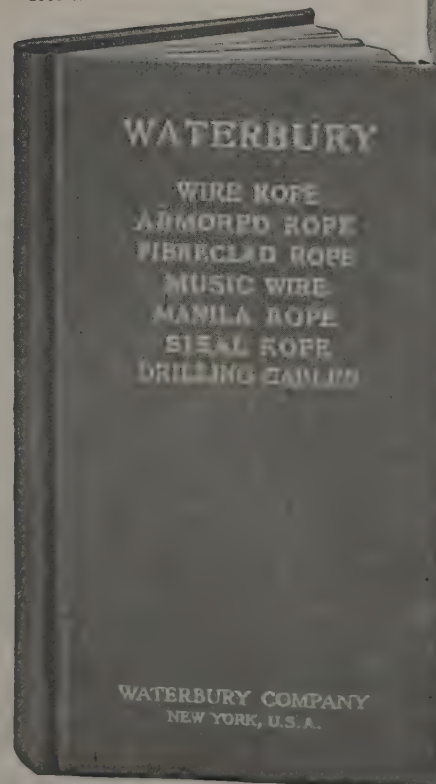
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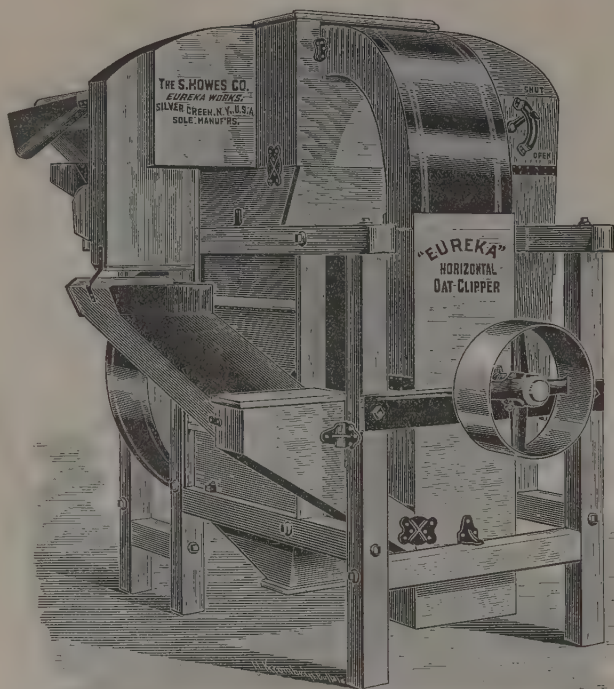
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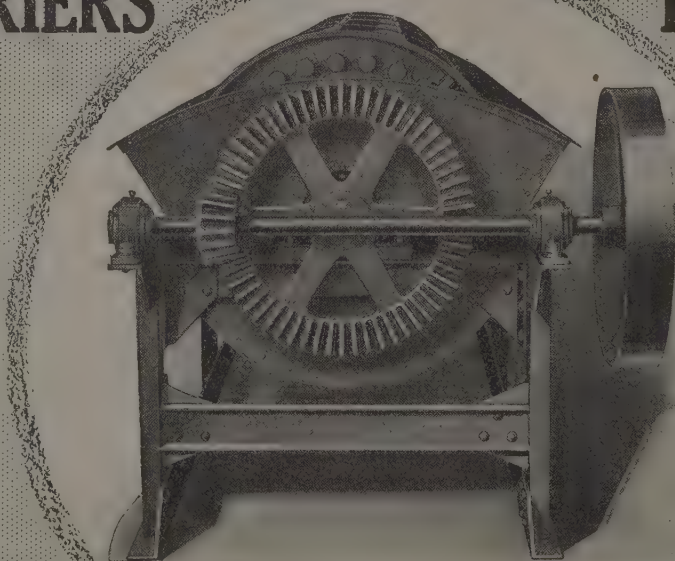
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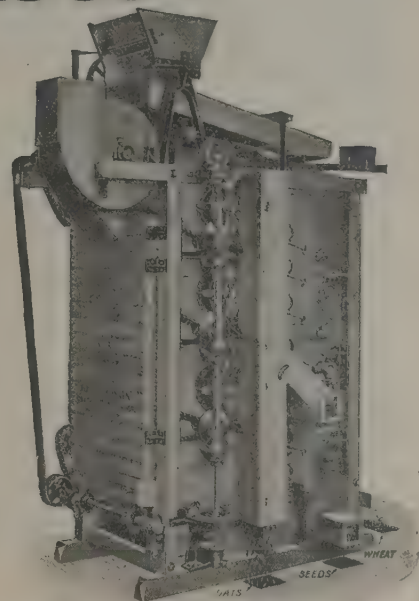
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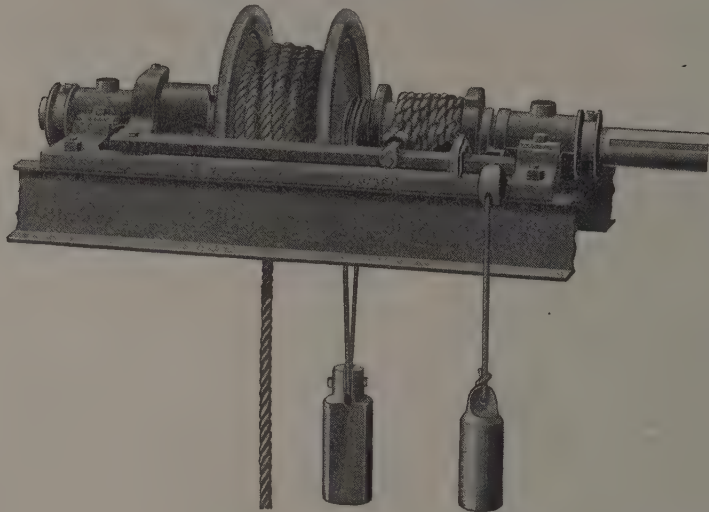
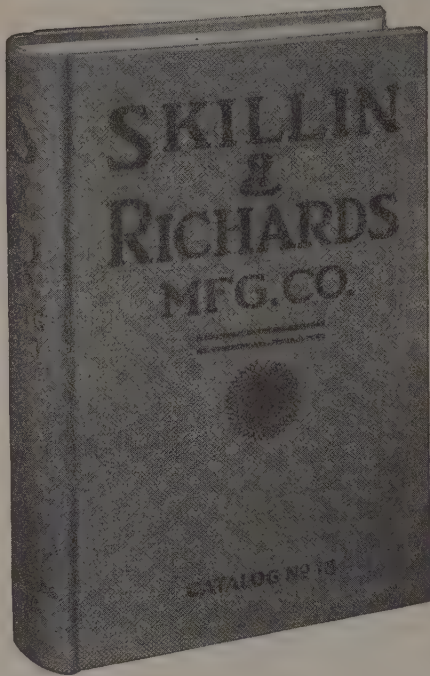
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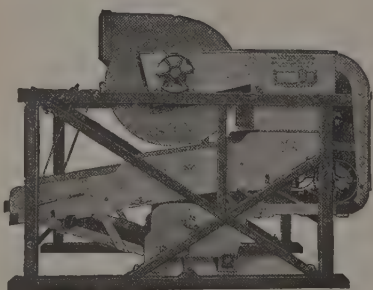


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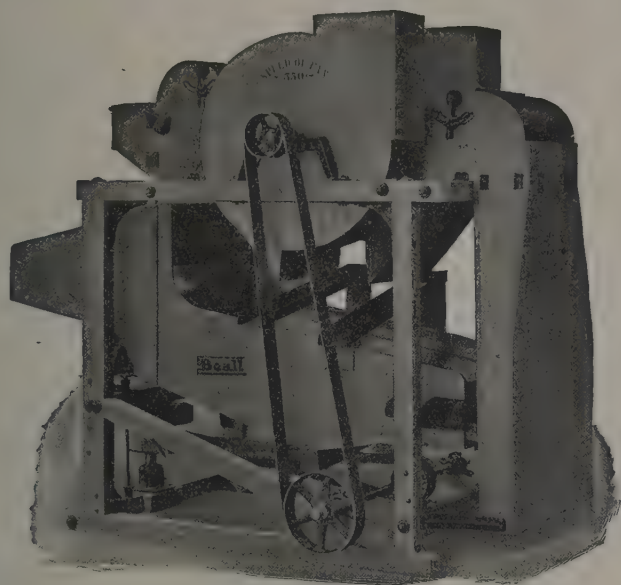
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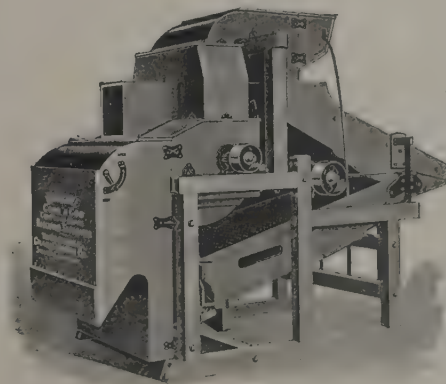
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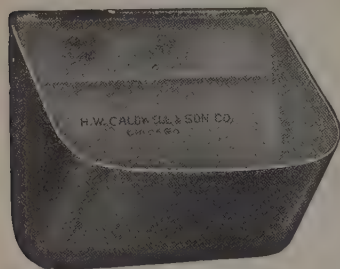
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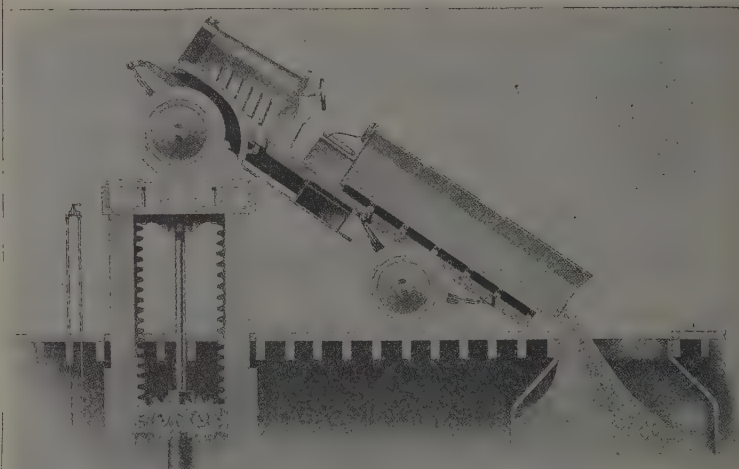
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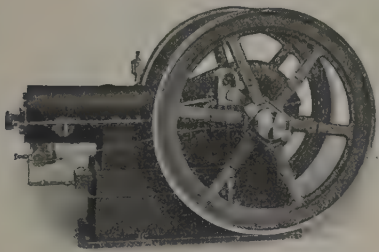
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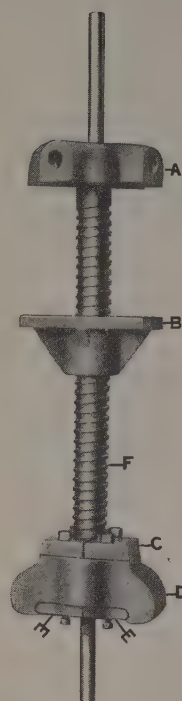
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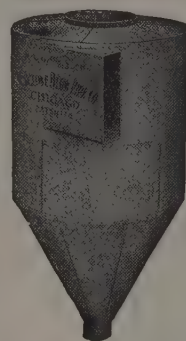
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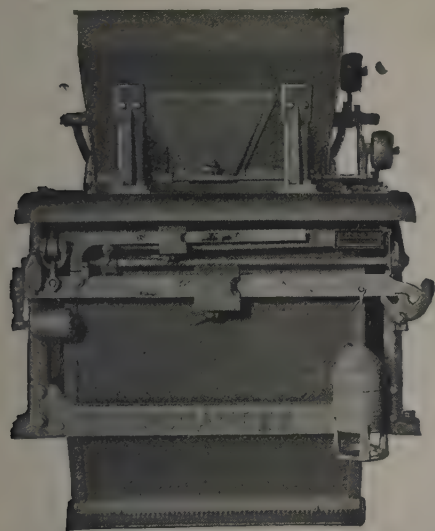
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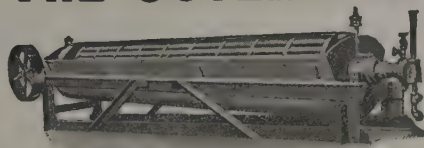
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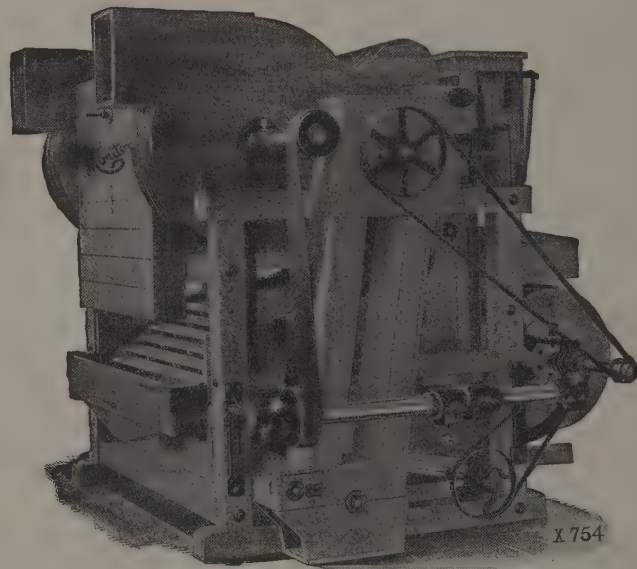
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Established in 1882.

VOL. XXXVII

CHICAGO, ILLINOIS, MAY 15, 1919

NO. 11

## Building Up a Farm Community in the South

### Eufaula, Ala., Sets a Pace for the South in Establishing a Home Market for the Products of its Community

THE recent completion of the grain elevator and agricultural warehouse at Eufaula, Ala., marks an epoch in the development of the new South. The elevator is the outcome of a little organization of Eufaula business men formed some two years ago, with a capital of \$4,500, for the purpose of developing Eufaula as a market center for the surrounding territory. This organization, under the management of W. Lawrence Wild, president of the Eufaula National Bank, adopted the progressive policy of paying to the farmer for his products the highest price which the business would stand.

This naturally led the farmer to bring his products to Eufaula for disposal, thereby creating business, while the farmer, having received his money, spent it in Eufaula, thereby creating more business. The organization was not formed originally with the expectation of realizing any material profit, but at the end of eight months had been so successful that a dividend of 50 per cent of the capital had been earned. This led to several meetings to consider the feasibility of enlarging its operations and the construction of a packing plant was considered.

At these meetings there were present agents of the Southern Bell Telephone Company, which company has been recently paying considerable attention to assisting the development of new enterprises within its territory, and these agents called the attention of the Eufaula men to the advisability of an enterprise which would be more comprehensive than a packing plant. The outcome was the construction of a combination grain elevator and agricultural products warehouse with a stockyard as a side feature. The elevator, of concrete construction with five bins of 10,000-bushel capacity each, is located directly alongside the main track of the Central of Georgia Railroad so that cars can be loaded and unloaded directly from the

elevator. In conjunction with the elevator is a brick warehouse equipped with machinery for cleaning and handling peanuts and velvet beans, crops which are annually assuming greater importance in the South and for which marketing facilities are in urgent demand. Alongside of the warehouse is a stockyard which buys direct from the farmer livestock as offered and ships it in car load lots to the various packing plants or to the stockyards at Montgomery, Ala., and Jacksonville, Fla. It may be noted that the South is rapidly be-

The Eufaula elevator is fully equipped to handle all products with the least labor. The patron drives his wagon onto a dump, unhitches his team and the load is expeditiously deposited in a pit from which the elevating machinery carries it to the cleaning machinery and bins from which it is then loaded into cars for shipment to the terminal markets.

It is plants of this character that are destined to revolutionize the agriculture of the South, by affording a market where the low cost of handling

products will permit the operator to pay a higher price to the farmer than he has ever been accustomed to receive, while still realizing a liberal profit for himself.

In regard to the operation of this elevator, Mr. Wild, the president, states that:

"The business that the Eufaula Mill and Elevator is doing is all along different lines from anything ever attempted in this section before. In the first place, the peanut business is a new industry here. We have connected with this elevator a peanut sheller, feed mills, bean shellers, grist mills, etc., and all of these plants are fed without handling by the elevator into these mills. The company will handle between 200 and 230 carloads of peanuts averaging about 25 tons to the car. In addition to this we are handling a large amount of vel-

vet bean products and corn ground in the shuck. Our purchases are running now every day from \$2,500 up to as high as \$11,000. We buy hogs, and, in fact, everything raised by the farmer, thus revolutionizing the business of this section.

This livestock development is naturally stimulating interest in grain production.

"We can take a 30-ton car of velvet beans and with one man put them away in three hours. We can load out a car of peanuts of the same capacity in about the same length of time with one man. I believe you will find it the most complete plant of its kind in the South. It is my opinion that the plant has made money up until this time and



EUFULA, ALA., ELEVATOR AND MILL



that we will continue to do so. We have had the best market here that I know of in the state. One day recently we bought about 10 carloads of peanuts, paying \$100 per ton for them, and I know of no other market in the state that is paying over \$90.

"The plant has cost about \$50,000 and I believe it is as cheap as any plant that was ever built in the state considering the value of what we have."

The stock of the company is held by nearly 100 different individuals, largely farmers, which assures an extensive patronage; in fact, puts the company virtually in the position of a co-operative organization.

The building was designed by the Montgomery Lime & Cement Company and the machinery in-

## MENACE OF CORN WEEVIL TO THE GRAIN SHIPPER

The grain shipper in the Southern States has to contend with one problem peculiar to that region which is beyond his control. Yet he can indirectly exert an influence toward its eradication. The problem is, weevils in corn. While the matter rests primarily with the farmer, and while he is a heavier loser than the shipper, the business of the latter is handicapped.

Against the increase of live weevils in corn, the shipper can use only precautionary measures while the grain is in his elevator or in transit after shipment. The aim should be to destroy them before the grain is shipped. When this is not done, the

the United States Department of Agriculture. Every grain dealer should send for a copy.

It is obvious, says the Department of Agriculture, that the grain dealer's interests are identical with the farmer's in the matter of eradication of the weevil. Therefore, the grain dealer should join the farmer in a fight against the pest, for indirectly, and not very indirectly at that, this would help his own business.

## "TAKE ALL" WHEAT DISEASE APPEARS IN ILLINOIS

A wheat disease identified as the Australian "take all," also known as whitehead and foot rot, as described in these columns in March, has made its appearance in Madison County, Illinois. This is the first definite record of its occurrence in the United States.

The disease is due to a fungus which attacks the roots of the plant, causing a complete check in growth, after which the plant turns a dark color and dies. The oldest plants may survive, but rarely produce grain. Representatives of the Bureau of Plant Industry are on the ground and making a thorough survey to determine the extent of the disease. Strenuous efforts at checking the spread of it will be made.

The experts who have been conducting the investigation of the disease are of the opinion that "take all" has been present for a number of years in this country. But it has developed so slowly that it has only now reached such a stage as to attract the attention of the Department of Agriculture, thus leading to its identification.

Yellowing of wheat and apparent loss of vigor is also reported from scattered points in Illinois, Indiana and Ohio. This latter situation may not be due to diseased conditions, but to the continued cool weather and lack of sunshine.

## MOISTURE TESTERS NEEDED BY COUNTRY CORN SHIPPERS

Until the moisture tester, a device for determining the moisture content of grain, was perfected, the buying and shipping and storing of corn was more hazardous than now. Yet the tester is used by a far smaller number of country shippers than should be the case, according to the United States Department of Agriculture.

The moisture test for corn every year, and especially after a rainy or early fall, when the corn has not matured normally, is more important than for any other grain. Furthermore, in some parts of the country it is particularly important; for example, in states where the growers and the plant breeders or experimenters, by seed selection, have developed varieties because of their heavy yielding qualities without regard to their early maturing. A large, soft type of corn is likely to appeal to the farmer, because he gets more bushels to the acre than would be the case with a smaller, harder type. But now that corn is being bought on grade instead of just "cool and sweet" farmers will have to take other factors than bushels into consideration.

Until the moisture tester was perfected, the condition of corn, that is, regarding its keeping qualities, when received at terminal markets was necessarily a matter of the judgment of some inspector or of the buyer. The price that the country dealer could pay, of course, was based on what he could sell the corn for, and there was much uncertainty in that, because of the uncertainty of the moisture content. And in a season when the corn did not mature properly, buyers at the terminal markets had to keep well on the safe side.

In the terminal market the moisture tester has reduced the uncertainty to certainty, so far as the buyers at those markets are concerned, but this does not help the country dealer materially, unless he also uses a tester. Corn should be purchased as carefully at country stations as at the terminal markets.

In the big surplus corn states, many country dealers have installed moisture testers, and reports indicate general satisfaction.



STOCKHOLDERS OF THE EUFULA ELEVATOR AND MILL

stalled by W. L. Brandon of Marianna, Fla. The elevator is of reinforced concrete construction while the warehouse and mill is of brick.

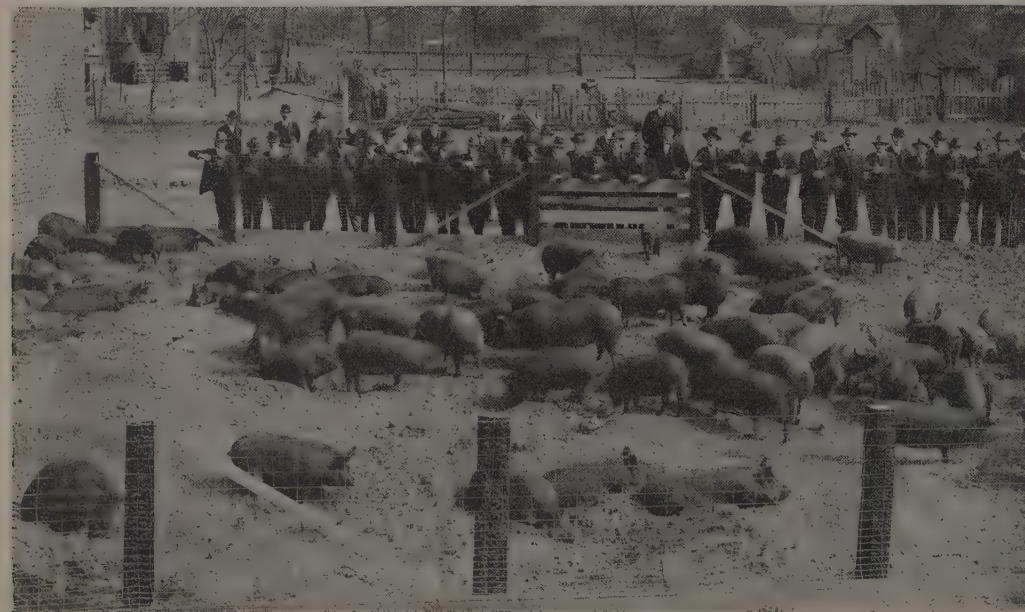
The equipment of the plant consists of a corn sheller with a capacity of 250 bushels per hour; four attrition mills that can grind 20 bushels per hour; and a very complete unloading, elevating and distributing system.

The power of the elevator is furnished by a 25-horsepower gasoline engine, while the mill has a 200-horsepower steam plant. Belt drive is used throughout, and a belt conveyor connects elevator and mill. Fire protection is afforded by stationary water pipes and chemical extinguishers.

weevils may increase enormously in hot weather should the car be delayed in transit or not be unloaded promptly on its arrival at the terminal market.

If the grain, when inspected at the terminal market, is found to be "infested with live weevils or other insects injurious to stored grain," it will be graded sample grade under the application of the Federal grades. Corn shipped as No. 3, for instance, might easily fall to sample grade, because of its being infected with live weevils.

A point that the grain shipper must consider is that the corn may go into storage on its arrival at a terminal market. No terminal elevator company



STOCK PEN IN THE EUFULA PLANT

The entire plant is operated on a thoroughly businesslike basis and will do much for the farmers of the community as well as, incidentally, the promoters.

A CONSIDERABLE quantity of grain is now being released from the interior elevators of Canada and is moving eastward. The Government has been holding 500 cars of grain at the interior elevators as seed reserve but it was found that the requirements were not as great as anticipated and with the opening of navigation the surplus grain is being forwarded to the Seaboard.

will put corn containing live weevils into its bins, unless intending to treat the grain at once in order to kill the weevils.

While the grain dealer can destroy the weevils in his elevator or warehouse, this does not affect the source of supply which is on the farm.

It has been estimated that weevils cause an average annual loss of 10 per cent of the corn crop of the Southern States. This loss, it is declared by the Bureau of Entomology of the United States Department of Agriculture, can be prevented. The control of weevils, it is said, is simple. It is discussed at length in Farmers' Bulletin No. 1029 of



## Growth of Pacific Coast Grain Trade

### A Brief History of the Trade and Transportation of Grain in the Pacific Coast States

BY EARLE WILLIAM GAGE

**W**ITHOUT our appreciating the fact, the Pacific Coast has become bidder for a high place in the world's grain trade. Although the completion of the Panama Canal assured the world of a more economical transportation system, it has remained for war conditions to intensify the desirability of this route as a means of commercial relations between fields of production and consumption.

From southern Alaska to northern Mexico are found apt illustrations of the new day that has dawned in the Pacific Coast grain trade. Hundreds of the most modern elevators of the modern grain world are casting long shadows over the surrounding trade territory; bank clearings reveal three to ten times larger figures, while ocean commerce has been trebled over night as a direct result of the new grain boom.

The wheat produced west of the Rocky Mountains enters into a trade distinct from that of the remainder of the United States. The wheat-grower of Oregon, Washington, or Idaho looks to Liverpool and other European ports, not to Chicago or Minneapolis, for his market. Prices in England, and not in our large grain ports of the Middle West, interest him. For the period previous to the completion of the big ditch, it is true that his grain journeyed 18,000 miles before it reached the British miller; nevertheless, this was a more reasonable delivery than possible had the grain been subjected to the 2,000-mile haul across the mountains to the milling centers of the Mississippi Valley. Although local mills grind considerable quantities and offer an alternative market to the grain grower, yet the surplus for export is regularly carried by sea, through the Canal, to Europe. Therefore, the production and marketing of grain on the Pacific Coast comprises a distinct chapter in the economic history of America.

Of the four states in the Pacific Coast grain region, Washington leads in the shipments of wheat out of county where grown, California is second, Oregon is third, and Idaho is fourth. Shipments from producing counties in California, unlike cor-

to the census report, the crop of 1849 was 17,328 bushels; that of 1859, 5,928,470 bushels, while in 1869 this was increased to nearly 17,000,000 bushels. As early as 1856, according to official figures, about 33,000 bushels of wheat and 115,000 barrels of flour were exported.

Whereas barley today is one of the leading grains exported, the exports were of small importance as

Pacific Coast, while from 2 to 6 per cent came from other ports of the United States.

In 1907, a new route was opened between the Atlantic and Pacific Coasts of the United States. The Tehauntepec National Railway, about 190 miles long, was completed between Puerto, on the East coast of Mexico and Salina Cruz, on the West coast. At each terminal connection was made with steamship lines and through service thereby established. Freight cars were made with movable roofs, so that cargoes could be emptied into the holds of ships by means of ships' tackle, or transferred from vessels to cars by conveyors. More than \$20,000,000 worth of grain is annually handled over this route, when the Mexican bandits are not pulling up the



SNAKE RIVER WATER FRONT, LEWISTON, IDAHO

late as 1870 when 255,000 bushels were shipped to foreign countries from Pacific ports of the United States.

The total exports of wheat, including flour, from Pacific ports increased from 13,000,000 bushels in 1871-75 to 29,000,000 bushels in 1906-10. Throughout the 40 years covered in this same period, from one-fourth to less than one-fifth of the total exports of these articles from the United States were from the Western coast. In 1871-75 about 22 per cent of the wheat flour exported from the United States went through Pacific ports, and in 1906-10, 24 per

cents and ties, and the route serves as an important artery in relieving the congestion in the big terminal points in the Pacific Coast region.

There are three principal systems of inland waterways which afford transportation facilities for the grain products of the Pacific Coast region. One system is formed by San Francisco Bay, the Sacramento and San Joaquin Rivers, and their tributaries. The Sacramento is navigable as far as Red Bluff, 262 miles above its mouth, while the San Joaquin is navigable, at high water, as far as Hills Ferry, 195 miles from the mouth. The channel up to Stockton is open throughout the year, which permits movement of grain every month desired.

The capacity of the typical steamboat of these rivers may average not far from 30 carloads of grain. Often a steamer will tow one or more barges laden with grain or other commodities. There are about a dozen different steamboat and launch lines carrying freight to and from Sacramento. The scow schooner is a unique craft, used very extensively in handling the hay crop from the inland points of production to the coast.

This water service is especially valuable to a considerable area of rich farming land situated on islands in the deltas of the two rivers. Not only is grain an important product, but also a long list of fruits and vegetables. Some of these islands have been protected from floods by means of dykes or levees similar to those along the Mississippi River, and at some seasons of the year the level of the river is above the adjoining fields.

Another important system of waterways is that formed by the Columbia, lower Willamette, and Snake Rivers. They afford a passageway for boats as far upstream as Wenatchee in Central Washington, and to a point on Snake River above Lewiston, Idaho. There are also isolated waterways near the main system of the Columbia and Snake Rivers. One of these consists of Lake Coeur d'Alene and the St. Joe River. This waterway is traversed by small steamers which carry package freight and passengers, and which connect at Coeur d'Alene with steam and electric railways.

A third principal system of inland waterways consists of Puget Sound and its numerous arms. On some of the inlets of the Sound, stern-wheel steamers are used, but many of the local steamers



RIVER GRAIN STEAMERS IN CALIFORNIA

responding movements in the three more northern states, are largely, if not altogether, intended for milling within the state.

Wheat growing in California developed with the large increase of population which followed the discovery of gold. During the first few years of the rush to the gold fields food supplies, including flour, were brought long distances. The year 1853 recorded the last extensive imports of wheat and flour. It is said that 81,322 sacks of wheat, of about 100 pounds average weight, and 99,600,000 pounds of flour were imported in that year.

California soon became self-supporting as a wheat state and had a surplus for export. According

cent. Today more than 27 per cent of the grain exported passes through these same channels. The same ports handle approximately 85 per cent of the barley exports.

Although San Francisco has steadily declined as a wheat exporting port, its development as a barley port is most marked. Barley exports increased from a yearly average of 200,000 bushels in 1871-75 to 4,000,000 bushels in 1906-10, while the present export is around the 5,500,000-bushel mark. Our Pacific Coast ports play a most conspicuous part in the British barley trade. During the 13 years, 1896-08, inclusive, 9 to 10 per cent of the barley imported into the United Kingdom came from the



are equipped with screw propellers. One of the steamers in the service out of Tacoma and Seattle was brought from Superior customs district through the Great Lakes and St. Lawrence River to the district, being brought from the Atlantic around South America, and up to Puget Sound.

The Pacific Coast exporter frequently purchases direct from farmers, managing the shipment from the seaboard and attending to the details of chartering a ship and loading the cargo; in these matters his work is quite similar to that of exporters at such Eastern points as Duluth, Chicago, New York and Baltimore. The exporter pays the marine insurance and, after the consignment is delivered at its destination, the ocean freight. However, prices quoted in England for cargoes of Pacific Coast wheat "to arrive," regularly include ocean freight and marine insurance, so the exporter, in drawing upon the European buyer must deduct in his draft the amount to be paid for ocean freight.

In sales made according to the "Oregon and Washington Wheat Contract" of the London Corn Trade Association it is stipulated that the grain bought should "average at the time of shipment about equal to the official standard of the Portland (Ore.) Chamber of Commerce" of the crop.

After the buyer examines the wheat on its arrival in England, if he is not satisfied with the trade, he may appoint an arbitrator and call upon the seller to appoint another, the two to select a third member. The board thus chosen decides the matter in controversy. Either party may, and frequently does, exercise his right of appeal to the Arbitration Committee of the London Corn Trade Association.

Shipments to Europe are frequently made to a port of call. Sail vessels are often chartered to go to Falmouth, Queenstown, or Plymouth, in the British Isles, where orders will be given as to final destination. For steamships the port of call is usually St. Vincent, in the Cape Verde Islands, or Gibraltar.

In California wheat and barley are quoted locally by the 100 pounds, while in Oregon, Washington and Idaho wheat is sold by the bushel of 60 pounds and barley often by the cental or by the short ton (2,000 pounds). Freight rates on railroads and river boats in these four States are based on the short ton, and so are charges made by steamships in the coastwise and trans-Pacific trade, but rates to Europe are quoted by the long ton (2,240 pounds).

of grain, prices, freight rates, and shipping, as well as other matters of importance to the members, but apparently no attempt was made by the organization to make sales.

In Oregon, Washington and Idaho there are today more than 250 farmers' co-operative grain warehouses in operation, some of which have been estab-

lished for 10 years. Each warehouse is operated by a separate local organization, but sales are made through a large union which includes members in a number of states. This union has one agent at Seattle who sells to exporters, but most of its transactions are made with mills in the United States or with dealers who supply these mills.

## Informal Notes of An Elevator Pilgrimage

### No. 17—Urmston's Big Four Elevator at Indianapolis

By JAMES F. HOBART

"Why don't you go see the Big Four Elevator?" said the editor of "The Grain Trade" one day in a letter. "Here you have lived for five years within three miles of it and you never have said a word about it. The very first elevator you ever told about in these columns was the next-door neighbor of the Big Four—the Cleveland B which rears its gaunt fire-swept walls within a short mile of the

pleasant voice of the junior Urmston over the wire, "we have two cars at this end of the line and both of them are at the dentists and we can't use either of them. But I will phone our Well-born superintendent that you are coming and he will meet you at the nearest car line with his Ford."

So, that's the way I got to the Big Four Elevator. Just had to ride a mile on the Minnesota Street car line, which cars pass my house every 20 minutes when they don't have flat wheels, and apparently every two minutes when they do have 'em, which seemingly is about four-thirds of the time! At the end of the line, Minnesota and Churchman Streets, I was picked up by the superintendent and his little car and whisked to the elevator in a hurry. Just as I was getting into the car, I realized why Mr. Urmston had spoken of his elevator superintendent as being "Wellborn." That gentleman simply couldn't help it. Was born that way, you know!

Several years ago, I used to trap around in this part of Indianapolis and honestly, I was ashamed of the roads there. But not now! Last winter, I was trotting around southern Illinois most of the time, and was ashamed of myself, but while out to the Big Four Elevator, I was ashamed of Illinois roads. Fine hard concrete roads now run in every direction. The Big Four Elevator has concrete roads on all four sides of it and a half a mile away, I saw a gang of men erecting a portable house and mounting little cars on industrial tracks, preparatory to building new concrete roads and a bridge or two, almost past the burned Cleveland B Elevator. And about everybody in the neighborhood tells us that this elevator is to be rebuilt the coming summer and is to be of the most modern concrete construction.

"Modern Concrete" is right for the storage tanks of Urmston's Big Four Elevator. Twenty of these big tanks, the last word in concrete construction, with nine interstices, each holding a little more than one of the tanks, give a lot of storage capacity. Counting all the bins, including those in the workhouse, this elevator has 49 to its credit, with a total storage capacity of upwards of 500,000 bushels.

Riding in Mr. Wellborn's little car, one hardly knew he was moving, so smooth and level the hard concrete roadway, stretching away for miles. But when the car turned into Sherman Drive, I knew that we were moving—and so did the car which took the turn on two wheels while I slid along on the seat after my camera. Then in front of us loomed the elevator, grim and gray, the war-paint color of the storage tanks blending with the sky and the galvanized steel covering of the house.

For an instant, I thought I was in Chicago, with the elevator forming a "distance" of sky-scrapers, and with the stock yards in the immediate foreground. No, I was still in Indiana. A second and closer glance and the "stock yards" resolved themselves into the "pork yards" of the Messrs. Urmston, where from 12 to 15 fat, lazy porkers disport themselves, living in luxury upon elevator grain sweepings and the contents of the dust house, a large structure, located 100 feet or more from the elevator buildings and connected thereto by a big steel pipe through which the dust and dirt is blown.

But those "haws"—they took my eye. They were certainly turning over dirt with perhaps less speed, but with far more gusto than "Street Railway" Todd rooted up South Street for permanent double tracks after he had been soundly spanked



Big Four, storage tanks. Get busy and go see the Big Four. Messrs. Urmston, who operate that elevator, write us that their latchstring is hanging out to you!"

And so I went. It was just two days after St. Patrick's and there may be a grand mix-up in the City Council when the Orangemen in that astute body discover that the street and park departments, or somebody else, took advantage of the big warm rain just one day before the Irish anni-



WHEAT FIELD IN WASHINGTON

The price of Pacific Coast wheat sold "to arrive," as quoted in England, is based on the quarter of 500 pounds gross weight, including sacks, and the price of barley on quarters of 448 pounds gross.

Back in 1874 the members of the State Grange of California undertook to export their own grain. About 20 vessels were loaded by the farmers, but the firm which acted as their agent failed and the farmers are said to have lost heavily. Two years later, in 1876, two or more ships were dispatched with grain to Europe by the Grangers' Business Association of California. In 1881 the Wheat Growers' Association of California was organized for the purpose of collecting statistics relating to crops, stocks

versary and spread in a single night, a fine coat of green over every bit of sod in the city of Indianapolis!

But, it sure was some job to get to the Big Four Elevator. It stands in a sort of "No Man's Land," midway between Indianapolis, Beech Grove, a hospital and a cemetery, so no matter what happens, ye scribe would be cared for in some way or another. But, how to get there, was the question. Not a car line within a mile and two more within two miles, and my flivver laid up for repairs on top of the piano!

But a little telephoning to the office of Messrs. Urmston solved the problem. "Sorry," said the



by the Public Service Commission for three times ignoring their order to double track South Street at once! But the penalty of \$100 per day set Mr. Todd to toddling. Lucky there is no penalty hanging over the hogs or they would root up the whole elevator.

Then the car swerved in the other direction and swung into the elevator yard. As soon as I had hitched myself and camera back into place again, I received another shock. This time it seemed as though I were in a big coal yard! All along the railroad tracks, fine concrete coal storage had been built with walls several feet high and with a fine concrete bottom under each section of the storage.

A whole bunch of transformers, pole-high, just outside of the house tells the story of complete electrical drives with individual motors for each machine. Even the power shovels, four of them, are individually driven, a motor being installed



SAVING THE ELEVATOR SCREENINGS

for each pair of shovels, one pair on either side of the house. The car pullers also are electrically driven and arranged so conveniently that a man, standing in the door beside the shovel swivel blocks, has only to reach up, throw a switch and the car-puller motor is in operation. Then, two ropes are grasped, one in each hand and by pulling upon one or the other of these ropes which pass over sheaves above the operator's head, the car puller may be instantly set in motion or as quickly stopped.

Loading in and loading out is a cinch in this elevator, and the weighing is another. On either side of the house, tracks extend east and west far enough to contain a whole train of cars each, and a sink for unloading has been established on either side with a portico roof, large enough to cover a railroad car built over each unloading sink. The roof in question is carried by the elevator house on one side and by two timber posts on the other or outer side, each post terminating two or three feet above the ground upon a solid concrete pier.

The usual order of things at this elevator is to

move the cars to the west along the north side of the elevator and unload them one by one into the sink and up the receiving elevator into a big garner from which the grain flows by gravity to the weighing-in scale. But the garner is also fitted with a loading-out flexible chute and cars may be loaded out for the receiving track if so desired.

The apparatus on the south side of the elevator is a duplication of that on the north side, the long track, car pullers, two unloading shovels, receiving sink garner and loading-out chute, so that grain may be received or shipped from either or both sides of the elevator at the same time if found desirable.

Midway between the two loading doors of the house is the foreman's office, a snug little room, matchboarded tightly and fitted with steam radiator, desk and all necessary accommodations. The room is long and quite narrow and in either end is located the beam of a hopper scale of about 35,000 bushel capacity. These scale beams are of the weight-printing type and their respective hoppers are located directly beneath the two garner previously mentioned.

Above each scale beam is a lever depending from the ceiling. A pull on this lever starts grain into the scale hopper and the foreman usually runs in grain until it lifts the 26,000 stack of weights on the weight-pan, then he cuts off the grain supply and weighs the balance by the sliding poise. Another lever, projecting from the floor, controls the slide which empties the weigh-hopper, and the weigher does not have to leave his snug little warm office, either to weigh in or to weigh out.

But the weigher told me that he always made it a point to go out as each car was emptied and see that the men swept out everything also swept down every particle of grain from the top of the sink grating, also any grain which might have spilled itself over the ends of the grating. However, but very little grain ever gets off the grating, which is wide and long, and there is a sort of trap-door cover to the grating, which, when no car is in position, lies flat upon, and serves as a walk over the sink. When a car is to be "spilled," the loose door is set up on edge, one edge resting against the grating, the other edge underneath the car floor, then the side of the device is leaned against the ends of the car axle housings and there you are, with a fine fence to prevent any grain from getting even against the rails, much less between them. I never saw a kernel of grain between the rails at this elevator which had spilled there while unloading.

In doing the weighing, three batches are usually made of each carload and the weights thereof are printed upon three little cards which are kept together and turned in at the elevator office. With the grain thus weighed in and weighed out of the elevator, it is evident that a pretty close track can be kept of all the grain handled. In the foreman's

weigh-office one side of the wall was covered by a long blackboard on which was painted circles and lines indicating the tanks and interstices of the storage, and in the circles, etc., were chalked marked the dates and qualities of the grains also the amount thereof, contained in each bin or interstice.

Something similar was observed in the office of the elevator superintendent where small boards were provided with pointed wires projecting up from each. The 10 wires in the boards, corresponding to the 10 storage tanks and upon these wires were placed the weigh checks or cards of the grain which chanced to be in the tanks in question. As long as a certain lot of grain remained in a certain tank, the weigh-cards of that grain would remain upon the wire corresponding to that tank. As soon as the grain was loaded out or transferred, the weigh-cards would also be filed, or transferred to some other filing wire.

"Leaking around grain door" was the remark the weigher wrote upon the weigh-cards of a car which came in while the writer was present. "How about the shortage?" the writer asked. "Who has to stand for it?" "The parties who coopered the car," replied the foreman. "Some concerns have



RUNNING THE CAR PULLER

all their cars coopered by the railroad. We have our own men to cooper cars and the name of the man who coopered any car must always appear upon the bill of that car. So, if a car is reported 'leaking and short' at destination, the man who coopered the car will have to stand for the shortage. If the railroad man coopered the car, then the railroad must stand for the shortage. But should this car which I am loading out now, be found leaky and short, then we would have to stand the loss, for our man did the coopering of that car. See?"

Lest some misconception occur, it may be well



URMSTON'S BIG FOUR ELEVATOR AT INDIANAPOLIS



to state that the Big Four Elevator is solely the property of the Urmston Grain Company, the Big Four Railroad having no interest in the structure save that it is located along their right of way and is reached only by their tracks. Since acquiring title to the elevator a few years ago, it has been greatly improved by Mr. Urmston. The fine, up-to-date storage tanks have been built, the receiving elevator has been doubled in capacity, a leg of almost double the size of the original one having been constructed. In addition to this, the second leg on the other side has been built, thus making it possible to handle grain about as fast as it can be scraped out of a car by a pair of lively, electric driven shovels.

A concrete stock room for local trade has been erected beside the fine north and south concrete surface of Sherman Drive, and feed and sacked stuff for local trade is to be kept in that building, all ready for the teams of the farmers. Perhaps, in the near future, a small house may be erected beside the roadside stock building and farmer grain handled there—if there be any to handle. Should the trade warrant, a tunnel to the main house might be built, and its conveyor belt would make easy business of handling grain in either direction between the main house and the stock building.

But the "hawg" business evidently looks good to the Urmston Grain Company, and why shouldn't it, with pork near to \$20 all the time and with lots of sweepings and sour corn which is otherwise unmarketable? Trying the matter out in a small way, the past two years has convinced this company that a "porking annex" to the Big Four Elevator will be a mighty profitable investment, especially as there is a three-cornered tract of land containing 25 acres, belonging with and adjacent to the elevator, and this land the hogs could have for their real estate operations. Perhaps the immediate future may prove that the writer's vision of a stock yard when he first approached the elevator, may have been prophetic of that field with 2,000 hogs ranging therein. Already, there is talk of concrete housing for the porkers, and a scientific arrangement of food handling, storage and feeding methods for the coming drove.

## WARNING TO CORN SHIPPERS

The following communication from Charles Quinn, secretary of the National Association, is of the greatest importance to corn shippers. While the resolution mentioned is nearly two months old, it is more timely now with the germinating season and damp weather upon us:

At the request of Henry L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Association, I am presenting herewith the following resolution which was adopted by representatives of the grain markets and grain consuming industries at Chicago on March 26 in regard to the excessively heavy loading of cars and the proper precautions that should be taken in the matter of grain doors:

"Resolved: In view of notice issued by the United States Department of Agriculture and the United States Railroad Administration, dated Washington, March 12, 1919, fixing 24 inches from the roof of the car as a basis for loading corn, instead of 18 inches, as heretofore recommended, and the fact that much trouble is being experienced because of excessively high loading of grain in cars, the country shippers should be advised of this new Order, and suggestions be made to them that in grain-dooring cars boards of not more than 6 inches in width should be used as the top of the grain-dooring, so that inspectors at market points may inspect without destroying an unnecessary quantity of the grain-dooring, thereby exposing the loading to wastage in sampling."

As the germinating season is here, and the corn enroute to market is very liable to heat, Mr. Goemann suggests that the above resolution be given the widest publicity possible so that shippers of corn may be fully advised of the necessity of exercising care, both in loading cars and in the matter of grain doors. I shall be grateful if you will kindly publish the above resolution in your valuable paper.

UNITED States authorities have decided to permit the export of Canadian grain for neutrals in northern Europe through American ports on the submission of particulars of cases in which it cannot be made through Canadian ports.

# Determining the Value of Corn

## The Value of the Moisture Tester for Country Shippers—A Check on Buying and Selling

### BY C. A. RUSSELL\*

**A**FTER installing the moisture machine and you commence testing the corn you buy and the corn you ship, you will, of course, want to compare your results with those at the terminal market. Therefore, it is important that you use the same methods in determining the different factors governing grades that are used at the terminal market. Now, what are the methods used for determining these factors? How many of you know?

How many of you have ever visited the markets to which you ship and gone out to the railroad yards to see how your cars were sampled, tested, and graded? If you have never made such a trip of observation, do so at your earliest opportunity.

In sampling a car of grain that you are about to ship, use a trier, such as is used at the terminal market, and take samples from different parts of the car and then mix the samples together thoroughly. You then have one composite sample, which represents the average of your car of corn. The more probe samples you secure the better average sample you will have. The corn of this composite sample is what you use for testing. I want to impress upon you the importance of securing a representative sample, for the reliability of all tests and grades depends upon the character of the samples used, whether at your own station or in a grading market. You can therefore see the necessity of using a trier, for it is by its use that uniform samples are obtained. Samples taken from drafts while the car is being loaded are unreliable and do not represent the average of the car.

After securing a composite sample, weigh 100 grams of the corn, and make a test with your machine to determine the percentage of moisture. You can weigh another 100 grams and analyze for percentage of dirt, broken and rotten kernels. You then know the amount of the three factors that establish the grade at destination—moisture, rotten kernels, and dirt and broken kernels. It is all very simple and easy, and any shipper can do the work.

Shippers should retain a portion of the composite sample from which corn is used for testing and analyzing. Keep it in an air-tight container, away from heat, and in about the same temperature as the car would be in, until you have received notice of the grade on the car shipped. You might find it desirable to make a duplicate test.

Testing and analyzing corn samples will improve your judgment and educate you to discern more readily the varying qualities of the grain. It calls attention to the character of work being performed by the fan and cleaner in your elevator, and shows if the loader or sheller is breaking too much corn, or if your elevator man is careless in sorting. Every country shipper should have a moisture machine installed, if for no other purpose than to test shipments. You then know what grade you should get at the terminal market, and, also, what grade the farmer should get—whether you should pay him a discount or a premium.

Then there is the buying side. It is just as simple and easy as the testing of your shipments. But don't think that a moisture machine installed in your office will cure all your troubles; for it won't, without assistance. The use of one of the machines carries the inference that you are honestly trying to improve conditions at your station. Don't sit calmly in your office, weigh the grain and send it up to your elevator man to be cared for. Climb upon each load as it is driven over your scales. Classify that load and tell your elevator man into which dump, crib or bin to put it. I know that some country shippers' facilities are inadequate to keep the grades thus separated to the best advantage, but most of them can do so.

The moisture tester is also valuable in testing

winter-shelled corn. This is the day of the portable sheller, and by their use farmers begin marketing prodigious quantities of corn shelled on the farm as soon as husking is over and continue during the winter months when the roads permit. Many elevators handling this class of trade do not have shellers or cleaners. Some that are in use are old and do not perform their work properly; others are operated carelessly, with the result that much of this corn goes into the elevator in a very dirty condition. Consider also that winter-shelled corn is often frozen, and you have a most uncertain storage proposition; for you can not always secure cars to ship at once.

It is such conditions as these that lose shippers money when the corn is not bought on its merits.

As the condition of the corn from each crib is uniform during the winter months, it is not necessary to test every load. Test the first few loads to see how the corn is running, and decide which bin to put it in.

After testing the first few loads I would place a bucket with a tight-fitting top just outside the scale-house door to keep the moisture from drying out. With the grain trier, take a sample from each wagonload and empty into the bucket. Have a separate bucket for every crib. After the loads are all delivered, mix the contents of each bucket thoroughly and test the corn. You will make no mistake in settling with the farmers on the basis of these tests, if you have been careful.

As spring advances and warm weather comes on, the ear corn in cribs will dry out faster on the top and sides than in the center, and you may be compelled to test more loads; but this will be easy after you have become proficient in using the moisture tester. With a six-flask tester you can test six samples in 25 or 30 minutes. With the warm, dry air of early summer and proper facilities for conditioning, you can dry out corn by running it in your elevator and often improve it a grade, but you need the assistance of a moisture machine to test the corn in the various bins.

Another practical use for the tester is getting a line on ear corn in a crib. Say, for instance, that a farmer wants to sell his crib of corn, but doesn't want to sell it until it will grade No. 3. Get him to dig down into the center of his crib, pick out about a half bushel of ears in the order of handling, shell and mix the corn and test it. The result will tally very closely with the actual condition of corn in the crib. The same method can be used in testing wagonloads of ear corn.

I have emphasized the moisture factor because it is the most important of the factors which determine the grade of corn. The majority of your cars that go "off grade" are so graded on account of too much water. Keep in mind that the three factors that determine the grade are, condition, quality, and cleanliness, and you should try to have these factors in the corn you ship, and urge your farmer patrons to do the same. It is an economic question of large proportions, for the consumer will no longer pay for rotten corn, dirt, and water. Moreover, you are paying the railroads too much money for hauling water in corn.

## LARGE IMPORTED WHEAT STOCKS IN ENGLAND

The sudden ending of the Great War produced a situation in England with respect to wheat, that has put the British grower at a temporary disadvantage. Lord Ernle, formerly Robert E. Prothero, president of the British Board of Agriculture, at a recent meeting in London, stated that the Government, anticipating a big military "push" this spring, had stocked the granaries with imported wheat long in advance, so that shipping should be free for necessary military enterprises.

\*An address delivered recently by C. A. Russell, division supervisor of the Bureau of Markets, Indianapolis.



Now that the offensive is not to be undertaken, the British farmer is having difficulty in marketing his last year's wheat. Lord Ernle has assured the farmers that the wheat in store is being passed into consumption as quickly as possible.

### A TENTATIVE PLAN

The tentative plan for handling the wheat crop was outlined early in May by D. F. Piazzek, vice-president of the Grain Corporation at Kansas City, immediately upon his return from the New York meeting. This plan was given out in an interview with H. B. Dorsey of Taxes and is described by him as follows:

The plans, which, as I understand are tentative and suggestive, are as follows: The Government will guarantee the price basis \$2.26 per bushel Chicago, or \$2.28 basis Galveston for No. 1 wheat, and the plan tentatively and suggestively is that the farmer receive this price, less freight and a reasonable margin for handling. This margin is not to exceed 8 cents per bushel for the handling, elevating, loading and other charges.

The farmer is to receive 1 cent per bushel per month for carrying and storing charges from September 1 to February 1, and the interior grain or elevator men and millers are to receive 1 cent per bushel additional per month for handling and storing charges, provided the miller does not grind the wheat out, in which event he will be permitted a profit only on the natural grain carried.

The Grain Corporation will protect the Government guarantee, and if the grain man is not able to sell his wheat to the miller, the Grain Corporation will take it off of his hands when tendered, on the above basis. This indicates, and in fact, the suggestion was made, that the settlement by the Government will be between the miller and the Government. The suggestion was made that if the world's price on wheat should reach a margin or price below the Government guarantee that the consumer would be accorded the benefits of this price, and that any adjustment or settlement on account of this difference would be made between the Government and the miller. In other words, my understanding of the tentative or suggestive plan is that the miller will sell his product to the best advantage, being permitted a reasonable profit, as indicated during the last season, of \$1.10 per barrel, and the difference he fails to secure between the market price will be made good to him by the Government. Thus, reducing the settlement between the Government and the regular organized channels, will be reduced to the minimum, as it is estimated there are only about 7,000 millers.

The tentative and suggestive plan provides that all of those handling wheat or wheat products must have or maintain license, and be under limited control of the Grain Corporation, and that the licensing will be under the supervision of Mr. Piazzek, but my understanding is that the Grain Corporation does not contemplate a system that will require reports and auditing, unless reports or investigations should indicate that the grain dealer is attempting to take more from the farmer than the 8 cents per bushel maximum permitted.

### EXPORT REGULATIONS OF WHEAT AND FLOUR

At the request of the U. S. Food Administration the War Trade Board has given out the following rules governing the export of wheat and wheat flour:

(1) *Wheat*—Licenses for the export of wheat will be issued only to the United States Food Administration Grain Corporation or its nominees.

(2) *Wheat Flour*—Licenses will be issued for the export of wheat flour to all destinations in the Western Hemisphere, the East Coast of Asia, British, French and Portuguese West Africa, Liberia, and the Belgian Congo. For the exportation of wheat flour to other destinations, licenses will be issued only to the United States Food Administration Grain Corporation or its nominees.

The foregoing rules are subject to the usual regulations governing trading with the enemy.

Exporters are advised that the foregoing rules do not constitute any material modification of the regulations heretofore existing. They are now issued in consolidated form to answer the many inquiries which have recently been addressed to the War Trade Board.

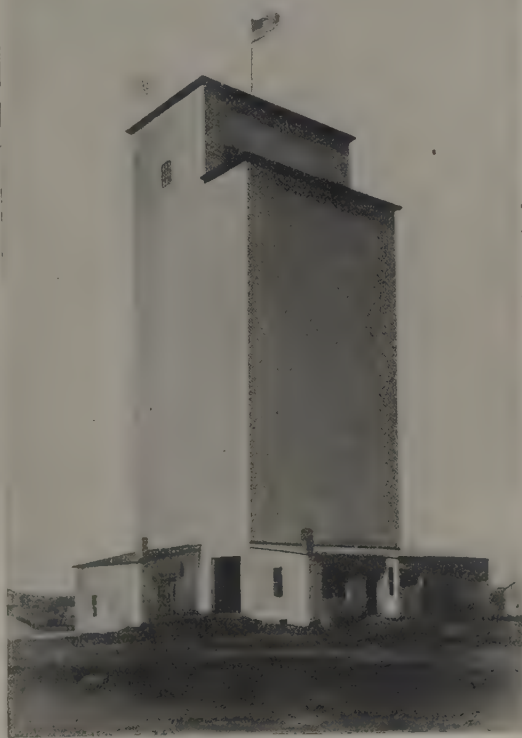
Applications for licenses to export wheat flour to the Western Hemisphere, the East Coast of Asia, or the West Coast of Africa, should be filed with

the War Trade Board, Washington, or with any of their branch offices.

Inquiries regarding the policy underlying the foregoing regulations should be directed to the United States Food Administration Grain Corporation, 42 Broadway, New York City.

### NEBRASKA FIRM OUTGROWS OLD PLANT

In 1902 the Farmers Grain Association of Benedict, Neb., built a small elevator to take care of the community grain. In a few years an enlargement was necessary, and still the business grew and overflowed the accommodations of the house. A second enlargement was made. The loyalty of the farmer patrons and the good business management of W. B. McMullen contributed to the con-



PLANT OF FARMERS GRAIN ASSOCIATION, BENEDICT, NEB.

tinued prosperity and last year, it was decided to tear down the old plant and to erect a new, completely equipped concrete elevator that would meet the requirements of the neighborhood for some time to come.

The contract for the plant was given to the Burrell Engineering & Construction Company of Chicago, and now the new building is completed and ready for the new crop. It has a capacity of 53,000 bushels, distributed among 18 square hoppers bins, with a receiving and shipping capacity of 3,000 bushels per hour. The grain cleaning capacity is also 2,000 bushels per hour, the department being equipped with Barnard & Leas Cleaners of the latest type.

The additional equipment of the house consists of a car puller; a Fairbanks-Morse Wagon Scale; an 800-bushel hopper scale; and two belt conveyors.

Power is derived from a 20-horsepower Fairbanks-Morse Oil Engine, the transmission being by rope drive. The plant is electrically lighted, the current coming from the city plant.

Past experience and the prospects for the coming season among the members of the co-operative company who now, since the first of March, control the elevator, warrants the belief that 500,000 bushels of grain will pass through the house during the coming crop year. In addition to the grain the company handles mill feed and it is expected that a feed grinder will be installed shortly to fill the feed requirements of the farmers who are served by the elevator.

### OHIO TO HOLD SERIES OF ONE-DAY SHORT COURSES IN GRAIN GRADES AND GRADING

Because of the probability that the Government will require most of the wheat this season to be bought by grade, and because of the absolute unfamiliarity of the grading system on the part of most farmers and many grain dealers, the Department of Farm Crops, of Ohio State University, has felt it desirable and worth while to hold a series of conferences throughout the state which are accessible to a very great many farmers and grain dealers of the wheat producing region.

These conferences will be held at the following places on the following dates:

Columbus, May 29; Cincinnati and Dayton, June 2; Greenfield and Lima, June 3; Athens and Defiance, June 4; Zanesville and Toledo, June 5; Urbana and Fostoria, June 6; Greenville and Marion, June 7; Medina, June 13; Warren, June 14.

In each county the county Farm Bureau will appoint a delegation of two or three leading grain farmers from each township to attend the conference as the farmers' representatives. They will also personally invite all the grain dealers, millers and a few threshermen. In addition the Ohio Grain Dealers Association is urging all its members to attend one of these meetings. The Farm Bureau will decide which conference their delegation will attend if a conference is not scheduled in their own county.

The program to be followed in the meeting is substantially as follows: The meeting will be opened by a statement of the purpose of the conference, and a general discussion of the grading system, its advantages, disadvantages, and need of general application, by a representative of the Farm Crops Department of The Ohio State University. "The marketing problems from the farmers' viewpoint" will be presented by one or more farmers; "Buying wheat on grade" by a prominent grain dealer; "How the Government will handle the wheat crop" by a representative of the State Bureau of Markets. The remainder of the forenoon will be devoted to a general discussion of the above subjects.

The greater part of the afternoon will be devoted to a grain grading demonstration by two or more Federal Grain Supervisors or licensed grain inspectors. This will afford opportunity for instruction on the grading of grain to both the farmer and dealer. The program will be concluded by a round table discussion. With such a program presenting the grain grading system from all angles it is felt that many of the obstacles can be cleared away and much progress will be made toward a more equitable and satisfactory method of handling grain.

### SHRINKAGE OF EAR CORN

The shrinkage of ear corn in the crib varies greatly, of course, from year to year, depending upon the season and the maturity of the corn when it is cribbed. Experiments at the Illinois Agricultural Experiment Station show that the average shrinkage, over a period of nine years, of ear corn in the crib, is as follows: November, 1.3 per cent; December, 3.26; January, 4.16; February, 5.48; March, 6.95; April, 9.99; May, 13.10; June, 15.29; July, 16.15; August, 16.61; September, 16.39; October, 16.54.

At the Iowa station where similar experiments have been conducted the average shrinkage over a period of eight years was: November, 5.2 per cent; December, 6.9; January, 7.5; February, 7.8; March, 9.7; April 12.8; May, 14.7; June, 16.3; July 17.3; August, 17.8; September, 18.2; October, 18.2. A further analysis of the Iowa experiments show that during two soft years the shrinkage for August, September and October was half as great again as the averages above, while the shrinkage for the same months during two hard years was less than half of the average. The market difference in these two tables is not explained nor does a reason for it appear unless the years over which the tests were made were different.





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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

**CORRESPONDENCE.**

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, ILL., MAY 15, 1919

**HOLDING OFF**

THE trade is fully aware that they will require the best and the maximum facilities for handling properly the great crops that will be grown this year. During the past two years there has been very little elevator building and a minimum of machinery buying. Materials were almost impossible to obtain and motives of patriotism and economy ruled against it. The result is that equipment in many houses has deteriorated far beyond the point of economic operation, and new building has not kept pace with the demand. And yet many operators are holding off placing contracts in spite of the obvious need.

The reason assigned for this hesitation in building and buying is the present high cost of labor and materials. "We will wait a while," says the operator. "Prices will go down shortly and then we will place our order."

Very slowly, but surely, business men are coming to realize that prices cannot come down for some time to come, certainly not in 1919, and if our coming crop is absorbed abroad, not for another year. Labor today demands and gets as much as it did at the high peak of war production, and there will be no lowering of wages until living cost is reduced. Iron and steel have been reduced somewhat, but fabricated products are made from top-priced steel, and there can be no reduction in their price during this year at least. In fact many manufacturers are selling machines with a price retention guarantee. Cement and lumber are quite liable to be higher before they are materially lower,

so that the operator who postpones building or equipping his elevator until prices are normal, is doomed to wait a long time.

In the meanwhile the crop is coming along, and the profits from new equipment this year would quite likely be great enough to discount whatever reduction occurs in the course of the next year or two. Operating with inadequate or poor equipment is as expensive as buying high-priced new machinery, and the interests of the nation as well as of the owner warrant the investment now.

**PERMITS AND CARS**

PERMITS for wheat shipments will undoubtedly be used to some extent during the coming crop year, even though a carrying charge is allowed to farmers and country elevators. There are many farmers, particularly in the corn belt, who have no facilities for holding wheat except in the stack, and that method has never become general. Nor can elevators hold large stocks where oats and corn have to be moved. Therefore it is almost inevitable that the immense wheat crop will congest some markets and make shipping permits a necessity.

At the Illinois convention John W. Radford of Chicago pointed out one difficulty of the permit system which should have the attention of Government authorities. It frequently happens that permits are issued and an application made for cars. By the time the cars reach the station the permit has expired and further delay is necessary before it can be renewed or extended. The cars have to be used to ship other grains, or else held, with demurrage mounting up each day. There is no co-ordination between the authorities who issue the permits and those who furnish the cars. No great difficulty is apparent to prevent the regional director of railroads and the zone manager of the Grain Corporation getting together on the car supply and permits, and giving out the two at the same time. There will not be the rail congestion at terminals that appeared last year, but when it does it should be handled with some system and not in the haphazard manner of the past.

**BILL OF LADING DECISION**

ONE of the encouraging signs of the times was the decision handed down on April 30 on the bill of lading case by the Interstate Commerce Commission. The decision itself is important, but of even greater interest is the fact that the Commission has imposed its authority above that of the Railroad Administration, holding that it has authority in a proper proceeding to enforce the provisions of the statutory law in respect to the issuance of bills of lading.

The report makes important rulings on the lawfulness and reasonableness of many of the terms that have been incorporated in bills of lading. It declares null and void the clause limiting carrier's liability to the value of the property and time and place of shipment, and the clause is ordered stricken from the domestic bills, although retained in export bills. The report prescribes uniform

bills of lading for both domestic and export use, which will be used exclusively hereafter.

In respect to export traffic to a non-adjacent foreign country the decision says:

That the transportation of traffic from an inland point in the United States to a port of export, for export, is subject to all the provisions of Section 1 of the Act, even though the transportation to the port is performed wholly within the confines of the state in which it originates, and whether the traffic be carried on local or through bills of lading.

That the Cummins amendment does not apply to traffic to a nonadjacent foreign country.

That while the Commission's authority over bills of lading to nonadjacent foreign countries is more limited and attaches more indirectly than in case of bills covering domestic interstate traffic, or traffic to an adjacent foreign country, it nevertheless does have authority over the rules, regulations and practices of inland carriers subject to the Act to Regulate Commerce, when, and if, they join in through bills of lading to nonadjacent foreign countries, and it requires such rules and regulations to be published and filed.

Further details of the Commission's decision will be found on another page in this issue.

**KEEP OUR STRENGTH.**

A NEW grain association was born last month in the Southwest, covering Kansas, Oklahoma, Missouri, Texas, Nebraska and Colorado. This territory has many special problems arising from its location and the character of its grain, which warrant the formation of a new organization to look after them. But because the new association is of value, does not decrease in the smallest degree the benefits which these states enjoy through their membership in the National Association.

When Congress convenes there will be dozens of bills introduced to regulate the grain trade; there are many differences with the railroads which still await settlement; export questions affecting the entire trade will arise, and unless the grain trade of the entire country presents a united front to those who would exploit it, it will be as ineffective in arresting harmful legislation and rulings as the Tommies and the Poilus were in stopping the German hordes before Marshal Foch was given a unified Allied army.

The Southwest has little reason to complain that it is not adequately represented in the National Association. It has never had a president to be sure, but let us not forget that the National Association began its fight for the betterment of the trade when the Southwest was in its swaddling clothes, so far as grain production is concerned, and though it has grown to mighty stature in recent years, the leading spirits of the National have been in the fight for years; have been tried and not found wanting. They have been trained through years of service in the Association and are now devoting their experience and judgment for the benefit of the trade.

But the Southwest now has one representative on the Executive Committee of seven members; six on the Board of Directors of 23 members; and is represented on practically all of the important committees, so that the



claim that it has no recognition is without foundation. The trouble with the Southwest is that it has too much ego in its cosmos. Its horizon is limited by its own territorial boundaries, it thinks in local terms, a thing that the National Association is ever on the guard against. So far as effective work is concerned the National Association can accomplish far more than could all the state or sectional associations working independently, and it would be a great calamity if any state association should withdraw its affiliation to the larger body.

### FIRES AND EXPLOSIONS

SINCE the Bureau of Mines of the Department of Agriculture started its campaign of education to reduce the number of dust explosions in elevators and mills about 18 months ago, not a single explosion or fire of consequence has occurred in plants visited by the field men of the Department. This does not mean that there have been no fires, for of course the field men could not visit every plant, but it does show what education will do in this respect. The Mutual Fire Prevention Bureau, lists as the most important cause of fire in elevators and mills, "Dust and Carelessness." It is to these two things the field men have addressed themselves, and the results they have attained are gratifying.

Another important cause of fire, listed by the Fire Prevention Bureau, is "Lightning." Absolute elimination of this hazard may be attained by simply rodding the building properly. But in spite of the great risk borne by unprotected buildings, there are hundreds of elevators throughout the country that are not equipped with lightning rods. It seems incredible that any man with an expensive plant for the operation of his business should so neglect his own interest as to need expensive campaigns by the Government and insurance bureaus to eliminate fire and explosion hazard when it can be done so easily by cleaning up, being careful, rodding the building, and using non-chokable elevator heads and boots.

### AMATEUR ELEVATOR BUILDERS

AMBITION is a commendable virtue, but when it overtops ability, the result is a bill for someone to pay. Almost every town has a local contractor who has done very well in building houses, barns, and even store buildings. Many of these men, when elevators are suggested for their towns, conceive the idea that they are entirely qualified to build them, particularly if the houses are to be of crib construction. If it is to be a concrete elevator, then the local man who, perhaps, has put in some culverts or a bridge over the creek, immediately enters his bid. Sometimes the elevator company accepts this spasm of ambition for what it is worth and lets the local man do the work. Unless he is a real engineer and understands thoroughly the peculiar requirements of elevator construction, the result is usually disastrous to the company and dangerous to those employed.

Nor is the failure of the one structure the worst feature of this situation. Immediately upon the completion of his first elevator the

contractor advertises himself as a competent elevator builder and goes outside his town for new victims. Perhaps he learns by experience and improves, but some of them never seem to.

The point is this: When you have an elevator to be built, consult an experienced elevator builder, one who knows the needs of the grain handling business and who is able to grasp the engineering problems involved. It is one thing to build a house with walls strong enough to support the roof. It is quite another thing to provide for the tremendous side thrust of stored grain and the stress of a filling bin. Let the experienced engineer build your elevator.

## EDITORIAL MENTION

If corn land in winter wheat territory is planted indiscriminately to spring wheat, there are liable to be some wierd wheat mixtures next year.

Railroad Order No. 6 is shot all to pieces by the I. C. C. decision No. 52 in docket 4844. We need some of the Navy gunners to take a pot at 57-A and 15.

The Grain Corporation has bought about 1,000,000 bushels of wheat from Canada. Advances from Canada indicate that very little more will be available.

Mr. Barnes assures us that we won't pay more than Europe does for our wheat. It seems as though we might pay a little less, seeing the wheat is ours.

Germany doesn't seem to be satisfied with the peace terms that the Allies have imposed. Well, the Allies didn't like the war terms that Germany imposed, so it's 50-50.

The Red Cross of McLeod County, Minn., which received the fines paid by disloyal farmer grain hoarders last year, has refused to return the money. More power to them.

The annual rental asked for elevator sites by some railroads is greater than adjacent property is valued at. If railroad property is so high in value, why not make the railroads pay proportionate taxes on it.

The best way to keep the price of flour down, is for the Government to release its wheat at the guaranteed price plus a reasonable carrying charge. Millers cannot be expected to pay high premiums for wheat and still sell cheap flour.

The May crop report shows 48,933,000 acres of winter wheat remaining to be harvested after abandoned acreage is accounted for. The condition placed at 100.5 for the entire country, making a forecast for 899,915,000 bushels. This compares with 558,449,000 bushels harvested last year. The rye estimate is for 122,946,000 bushels, as against 89,103,-

000 bushels last year. The prospect on May 1 was for 114,930,000 tons of hay, while the amount carried on farms was 9.4 per cent of the last crop, compared with 11.7 per cent on May 1 last year.

The Supreme Court of the United States has finally passed on the Cameron case and decided that a railroad must lay a side track to elevator on order of the public utilities commission. The trade owes a debt of gratitude to Mr. Cameron for fighting the case through the supreme court.

Illinois on June 1 will join those progressive states that cooperate with the Federal Department of Agriculture in issuing crop reports. After that date only one report will be issued from the state, the resources of both Government and commonwealth agencies being used to make the report accurate.

The surprise of the May crop report is that 72.7 per cent of the spring plowing has been completed, compared with the 10-year average of 70.5 per cent; and that 61 per cent of planting was finished, as against 60.8 per cent last year and a 10-year average of 58.1. Plenty of moisture everywhere for a good start for new seeding.

A. D. Thomson of Duluth predicts that \$1 will hereafter be the minimum for wheat. That may well be true as new price levels have been established from time to time in the world's history, and no period has been as full of change as the past four years. However, Mr. Thomson does not predict when dollar wheat will appear.

Southern states are cutting the cotton acreage so that growers can control the cotton price. Combinations have been formed for systematizing the reduction. The country will be the better off for the corn and oats that are produced as a consequence, but can you imagine the howl that would go up if the grain farmers tried to pull off anything like that?

The Board of Managers of the new state-owned terminal elevator at Great Falls, has been named by the Governor of Montana. On the Board of five members, one is named by the American Society of Equity, one by the Farmers Union, and one by the State Grange. And still we predict that within a year the farmers of that commonwealth will complain that they are not getting a square deal.

Both houses of the state legislature of Minnesota have passed the bill reestablishing Minnesota state grades of wheat unless the Bureau of Markets changes the Federal grades to conform to their recommendations. The inspection returns at Minneapolis under the Federal grades show a high percentage of No. 1 and No. 2 grades. This is about as much as any reasonable shippers could expect. But perhaps the shippers in the Northwest don't care to be reasonable.



## Handling the New Wheat Crop

### Wheat Director Barnes Outlines General Policies to Be Followed in Taking Care of the Crop

IN an address at Minneapolis on May 5, which in substance he repeated at Chicago on the following day, Mr. Barnes analysed conditions abroad, showing that the three grain export countries on which Europe usually drew heavily, Russia, Roumania and India, were all now in a condition where imports were necessary. So far as the American situation is concerned, Mr. Barnes said:

First: The \$2.25 guaranty basis must be made effective to every producer.

Second: That, if in making it effective, the Government acquires large stocks of wheat, as it undoubtedly will, that the resale policy, when decided, shall be with due consideration for the interest of the American consumer, as well as the interests of the American treasury; and that the American consumer will not pay more for his flour than the equivalent of the wheat price accepted concurrently from the foreign buyer.

There has been a great demand for an immediate and radical lowering of living costs, and as far as wheat is concerned, having a peculiar value because of the high food content, which can be transported with a minimum of strain on vessel-capacity, this expectation as I conceive it at present, is not justified by the facts. America, with its undoubted crop surplus, could force a lower basis by building an export embargo around its own fortunate production and refuse to share its plenty with the world; but I conceive that that is not the American ideal, nor the American spirit. The great food vacuum of Europe, where 450,000,000 people have been touched by the ravages of war, must be supplied.

Mr. Barnes stated that within a few days the Grain Corporation would announce further sales of Canadian and American wheat. He discussed the milling situation briefly, and the recent rise in the price of flour. In the last three weeks, he pointed out, the rate of milling has been increased till the mills are grinding 13,000,000 bushels weekly, whereas the domestic consumption is only 8,000,000 bushels. He made it plain that the Grain Corporation can, and will, abstain from export buying of flour until prices in this country reflect the Government resale price of wheat.

This would mean that fair prices for flour should range at not over about \$12 a barrel. If the jobbing, baking and consuming trade will make their purchases intelligently, instead of forcing their trade on mills already fully busy the entire American public can be supplied at that price. There seems to be a feeling of apprehension that the supplies of wheat are menaced with extinction. I state now, with emphasis, that there is wheat enough and flour enough in sight to maintain fully the domestic consumption in this country without curtailment and without substitution of other grains. The winter wheat crop is promising and will be early to harvest.

The scale of food prices in America should show moderate and steady decreases, but a national industrial policy that is based solely on an immediate and radical lowering, is, I think, made without a complete and intelligent analysis of the world food situation as a whole.

The demonstration today in America that the second largest crop of wheat America ever raised has been fully marketed and the price placed above the Government fair-price level, has caused a shift of a prognostication of their effective date into the next harvest, instead of the last.

I hope for no crop disaster in America, for I believe that the food need developed by the investigations and the experiences of the last four months sufficient indication that it would be the act of Providence itself if America should grow far the largest wheat crop it ever raised.

What the resale basis of that crop should be I would not, at this time, attempt to say; but I could protest with all the strength of which I am capable that cheap and unremunerative farm prices are not a desirable element in the immediate future. Again and again in our history the availability of a national agricultural production and the ready realization of value upon it, has saved our financial system from collapse. Again and again in our history the prosperity of agricultural regions of this country has sustained the industrial structure in activity, and it was never more needed than today. Cheap food, when that cheap food can be produced naturally and profitably is a great asset for any people, though cheapness itself is largely relative, both with other commodities and, especially today, in the relation of American prices with those ruling in more sorely-stricken countries of Europe.

But, artificial lowering of a price, without regard to its world value, would be a great misfortune in America and a grievous economic error.

America has always been a self-respecting nation of people and I hope never will descend to the artificial subsidy of its table. I hope the spirit of independence and self-reliance of our people will be such that they would choke to think that the national treasury was contributing charity, indirectly, with every mouthful that they eat.

It has been deliberately and seriously proposed that the wheat director should say, today, that this coming wheat crop will be resold to the consumers of America on a basis variously stated as from \$1.00 to \$1.25 per bushel. If the development of crop yields and the relaxation of world's consumptive demand justifies, on the fairest of analyses, a revision of the world price basis, as far as it can be ascertained with the present dislocation of the usual influences, then incidental subsidizing of the table may be justified to that extent.

But I feel deeply and state strongly that, not with my consent, shall a policy of deliberate and artificial subsidizing take place, and such recommendation is also made without full appreciation of the difficulties which may prevent its realization in the way of ineffective control of the coming wheat crop.

The wheat director can see no authority in the act to govern maximum prices and if any such policy of resale should be today announced, and if because of crop shrinkage or a better appreciation of large demands the grain corporation should not secure at its fair-price level the wheat crop of the country, how could it make that pledge effective?

I am convinced the manly, honest and frank thing to do is to present these phases to the American public, through conferences such as this with you, that the difficulties and the limitations may be more intelligently appreciated, that extravagant expectation should not be encouraged, that the question should be approached in the spirit of world helpfulness, which is thoroughly American, and I am desirous that an understanding of these conditions should sustain that which I believe is the true American ideal, which is that, for another year at least, playing big brother to all of Europe—helpful, resourceful and generous.

The officers of the Grain Corporation for this year will be: Julius H. Barnes, president; Frank G. Crowell, vice-president; Watson S. Moore, secretary; Gates W. McGarragh, treasurer; Edwin P. Shattuck, chief counsel; second vice-presidents—M. H. Houser of Portland, C. B. Fox of New Orleans, H. D. Irwin of Philadelphia, P. H. Ginder of Duluth, Frank L. Carey of Minneapolis, George S. Jackson of Baltimore, Howard B. Jackson of Chicago, Charles Kennedy of Buffalo, W. A. Starr of San Francisco, D. F. Plazzek of Kansas City, and E. F. Newing of Galveston.

### NOTES ON THE TRANSPORTATION SITUATION

BY C. H. THAYER, CHAIRMAN TRANSPORTATION DEPARTMENT, RECEIVERS' ASSOCIATION

It is often stated, and perhaps truthfully, that 95 per cent of the grain business is transportation. Certainly at this particular time transportation matters are in the lime light and those which affect grain markets in common and are almost too numerous to particularize.

There is now awaiting settlement the problem of the future ownership of railroads. The last suggestion emanating from the Director General of Railroads, Mr. Hines, is that there should be a merging of the railroads into say, 10 competitive companies or systems, instead of returning the railroads to the 170 companies owning them, one of the reasons given for this plan being that the earning power of the different railroads varies so greatly under fixed rates of transportation and wages. Various plans for the future conduct of the transportation companies have been submitted by the Interstate Commerce Commission, the association of security holders, and others, and we can only hope that whichever plan is adopted will result successfully.

The United States Railroad Administration officials do not believe that there is any likelihood of a reduction in the present rate of freight for some time to come. However, there should be a restoration as soon and as nearly as possible of the relationship of freight rates which existed between

markets and industrial centers prior to the 25 per cent increase on June 25 of last year.

The rather violent disruption in the relationship of the freight rates on such a sensitive commodity as grain which resulted from the operation of the 25 per cent increase will be felt the more as conditions in the grain business becomes normal. There was a hearing in Chicago last December before the Western Freight Traffic Committee, attended by representatives of most of the grain markets, covering rates on grain and grain products between points west of Chicago generally and between points north and south of the Ohio River, and it is hoped there will be an early decision from the Railroad Administration.

Another matter which effects the grain markets in common is that relating to the reconsignment charge. In May, 1918, there were published by the carriers throughout the country new rules governing the reconsignment of grain, seeds, hay and straw whereunder a charge of two dollars per car was to be made on all cars on which disposition order is given within the first period of 24 hours after the first 7 A. M. after arrival with an ascending scale up to five dollars per car on cars ordered after the first 24-hour period. The operation of these rules after a most stubborn fight on part of the Chicago Board of Trade was suspended until May 29 of this year by which date the Interstate Commerce Commission will have rendered this decision, which decision will probably be adopted by the Railroad Administration. Later—the decision of the Commission has been rendered as noted elsewhere.

Another highly important subject for the grain interests generally is that relating to grain loss and damage, and covered by the Director General of Railroads' Orders Nos. 57 and 57-A. Order 57 was issued November 26, 1918, and imposed radical and revolutionary changes in the basis of settlement by the carriers of claims for loss and damage to grain in transit. This order was issued in the face of the fact that a special committee composed of representatives of the grain trade and representatives of the carriers had been in general conferences on the same subject and had not yet submitted its report to the Interstate Commerce Commission, which body had instructed that the matter be so handled as a result of a hearing before it. Intense opposition brought pressure to bear upon the Railroad Administration through senators and congressmen from our Western grain states by numerous wires and letters sent to them and by personal interviews pointing out to them the great injustice that would be done to the grain trade in general, especially the shippers from country stations, if Order 57 was enforced without amendment as outlined by our committee. Our just efforts brought about the cancellation of Order 57 by Order 57-A, issued on February 25 of this year, which restores former conditions to a very large extent, at least, for the time being.

Some of the markets have been suffering from the imposition of unjust demurrage charges since February of last year, when became effective the present rules providing the bulletin plan of notice of arrival, which in effect means that car service would start within 24 hours after the arrival of the car, if arrival notice is furnished the Inspection Department prior to 9 a.m., otherwise start the following day.

This is a hardship in that when the receipts are heavy some cars are left over until the following day before inspection is made, naturally carrying a car service and reconsigning charge with the Government tax as well attached thereto. Efforts are being made by the markets to obtain a revision of the present rules, and it occurs to me that something will be accomplished in this direction through the workings of the committee which has just been appointed by the Government to make an investigation of the inspection of grain at terminal markets, which will ascertain and report the conditions with respect to demurrage charges as well as to inspections.

The Chicago Board of Trade through its transportation department is striving hard to have the



old conditions put back into effect, viz., demurrage to date 24 hours after the inspection of the car in place of the present rule, 24 hours after the arrival of the car. We have petitioned the Interstate Commerce Commission and the Railroad Administration to amend their rules, and adopt the following in lieu thereof:

Twenty-eight (28) hours free time, as provided below will be allowed for inspection or grading of grain at terminal markets, and for giving disposition orders incident thereto.

When cars of grain are held in transit and placed for official inspection or grading, written notice of arrival must be given by carrier to the consignee, or, if the consignee so directs, to the inspection authorities.

When cars of grain are so held the free time of twenty-eight (28) hours, for giving disposition order,

shall be computed from the first 11 A. M. after the inspection shall have been reported to the consignee by the inspection authorities.

When a reinspection is called for, or appeal made to Appeals Committee, before the expiration of the free time allowed herein for giving disposition, twenty-four (24) hours additional free time will be allowed, provided the local freight agent is notified of the call for reinspection or appeal and a charge in grade is allowed by the inspection authorities or Appeals Committee.

The location of cars of grain on which reinspection is called for, or which are appealed is to be given by the carrier to the inspection authorities or the Appeals Committee. In the event of failure of the carrier to give to the inspection authorities or Appeals Committee the location of the cars of grain for reinspection or appeals inspection, the running of the free time will be suspended until the cars are located.

try elevator could produce with its limited cleaning outfit; yet they had to go. Why? Because some of them were compelled to depend on the adjacent territory, and their former patrons deserted the local mill and bought their flour or feed from the local elevator or grocery store.

Prof. Filley advocates placing a small mill in an elevator, partly as a community convenience and partly for profit. If Nebraska elevator owners are making so much money that they can play the good friend to the community well and good, but most of them will discover, if they try it out, that small mills are profitable only in certain cases and few elevators have even the same advantages as possessed by the small mills.

Yours truly,

F. H. HOLT,  
Indianapolis, Ind.

## COMMUNICATED

### IT WILL DO THE SAME FOR YOU

*Editor American Grain Trade:* You can discontinue our ad in your paper. We have more applications from the one issue than we know what to do with.

Yours truly, SQUARE DEAL CO-OPERATIVE  
ELEVATOR COMPANY, John A. May, Secy.-Treas.,  
Charlotte, Mich.

### ELEVATORS SOLD TO MILLING COMPANY

*Editor American Grain Trade:* I have sold my elevators here and at Aulne, Kan., to the Stafford Milling Company, and am out of the grain business for the present. Don't expect to buy in again until fall. I like your paper.

Yours truly,

J. L. WILKIN,  
Cedar Point, Kan.

### A CHANGE OF LOCATION

*Editor American Grain Trade:* I have sold my elevator at Gueda Springs, Kan., and also the one at Ashton, Kan., and have purchased the Raynolds, Raynolds & Post feed store of Arkansas City, Kan. Would be pleased to have you address "Grain Trade" to the latter address instead of Gueda Springs, Kan.

Yours truly,

W. L. HUFFMAN,  
Arkansas City, Kan.

### A CORRECTION

*Editor American Grain Trade:* In going over the January issue of The "American Grain Trade," we noticed that on Page 498, in the next to the last paragraph of the details of the Portland (Ore.) Public Elevator, that you specified Morse Silent Chains to be used. We believe upon close investigation you will find these drives to be of Link-Belt make, and we would appreciate a correction of this, if you find it to be the case.

Yours very truly,

LINK-BELT COMPANY,  
by A. F. Leopold.

### THE MILL IN THE ELEVATOR

*Editor American Grain Trade:*—The article by Professor Filley and the editorial on the subject of a mill in the elevator being "A Profitable Side Line," struck me as calling for a warning from one who has had experience in both mills and elevators. The warning has to do, not with installing a small feed mill or a unit flour mill in the elevator if the community can support it, but in having the elevator operator try to run the mill in addition to his regular work.

A successful elevator manager is essentially a merchandiser, which of course applies as much to buying as to selling. His mind must be alert, ready with decisions, and he must have a mental horizon that includes the world in its scope, as grain in Argentina or Australia or Russia is in competition with his latest purchase just as much as that of John Smith, 20 miles down the line.

On the other hand a miller must be a mechanic, a man of detail, patient to attain seemingly small

results with a great expenditure of labor, careful in small things and with his mind constantly on the machinery which turns his grain into flour or feed.

Obviously it is a very rare thing for one man to have these opposite characteristics. Occasionally you can find a man with a mind comprehensive enough to include both types, but he is a rare bird. If you want to install a mill in the elevator, hire a real miller to run that end of the business.

Yours truly,

ROBERT SIMS.

### IS A MILL IN AN ELEVATOR A PROFITABLE SIDE LINE?

*Editor American Grain Trade:* In the March number of the "Grain Trade" you comment editorially on the article by Prof. H. C. Filley, Professor of Rural Economics of the University of Nebraska, stating that a small mill operated in connection with a local elevator, would be profitable as an investment, and would greatly increase the good will toward the elevator. You state further that this has been tried out in too many places to admit of theoretical objections.

Theory is a splendid element as a background but often requires practice to test its true efficiency. For nearly two decades I have been an observer of this very situation you advocate and which Professor Filley so ably advocates, and my experience does not lead me to think you are altogether correct.

I agree that a small outfit for grinding meal or feed, in a rural or country elevator, may be of some convenience to the community and possibly of profit to its owner, but I do not think this favorable condition will apply in most elevators. In the first place, a rough feed grinder is poorly adapted for making a good family meal. Again if a really first class meal is desired the corn must be first well cleaned and oftentimes evaporated, and an elevator cannot afford this sort of an equipment. Unless newly ground meal contains less than about 25 per cent moisture it will spoil quickly and to grind often is an expense and a nuisance to the operator. Some few old time millers still remember when the country miller ground each man's grist separate, and no matter how small the grist its owner expected prompt service. As a drawing card for the country elevator, the corn grinder has not been entirely a success.

A simple corn grinder can be used for making graham or whole wheat flour, but the same objection applies as in making family meal. The wheat should first be thoroughly cleaned of all foreign substance, which is difficult to do in an elevator, and after it is ground it is like new meal, liable to spoil quickly. Whole wheat flour will not keep sweet nearly as well as white flour.

In most communities all over this land the small country mill was once an established institution. It was a great convenience to its patrons for many miles around, but time has driven many hundreds of these mills out of business. The meal and graham they made was superior to any which a coun-

### CONCRETE FAILURES AND THEIR CAUSES

*Editor American Grain Trade:* Within the last year there has come to our notice and personal knowledge three country elevator concrete failures in the state of Illinois, all due to poor engineering, or the fact that the elevators were built by road builders, monument men, silo builders, etc., or both.

We believe it is high time that the grain trade was enlightened on the subject and that the legitimate contractor be vindicated. The grain papers, like all others, are out for advertising business, because that fills their pockets.

The above mentioned class of contractors from foreign fields have been enticed into the elevator construction field by an unscrupulous engineering concern that doesn't know any more about a grain elevator than the contractors that are following them around.

They have secured contracts through this engineering company. They have photographs retouched and advertise, much to their benefit financially, but much to the detriment of the prospective customer. It is regrettable that with the state laws we have to protect the people against poor buildings that such a condition exists.

We do not decry or fear competition, it is the kind of competition we are complaining of. In our estimation it is high time for grain papers to decide or discriminate against the unreliable advertisers; it is high time that the rubbish be cleaned out of the papers as well as out of houses and offices.

We also believe it is time for the Bureau of Education & Registration in our state to take a hand in these affairs, investigate the causes of the failures and place the blame where it belongs with proper penalties.

The State of Wisconsin, we are advised, has an engineering department that passes on every plan for a building before the work can progress. This, we believe, is a better law than ours, which merely licenses an engineer or an architect. After receiving his license, there is no protection to the public, as the engineer's work is never checked by any higher authority. So we say we need more law and more protection.

It is almost impossible to get the owners to talk of their losses along these lines, except that they condemn the concrete, and not the engineers and contractors responsible for the kind of concrete they have.

Yours truly, BALLINGER & McALLISTER,  
Bloomington, Ill.

HOUSE Roll 345, the Nebraska bill which prohibited any Board of Trade or Exchange in that state denying membership to any person, firm or organization that wished to join, has passed the Legislature and been signed by the Governor, and is presumably a law as it carried the emergency clause. Up to the present time the Farmer Co-operative Association which it was supposed to benefit, has failed to take advantage of it and nothing further has been heard from the measure. If the new act is put to work and undesirable parties become members of the Board of Trade, let the farmers put the blame where it belongs and not try to hang it on the Exchange, which can no longer make its members responsible.



J. F. RYLEY  
Baltimore

# NEWS OF THE TERMINAL MARKETS

LOUIS MUELLER  
Peoria

## E. M. KELLY HEADS NASHVILLE GRAIN EXCHANGE

Annual election of officers on the Nashville Grain Exchange, Nashville, Tenn., was held recently resulting as follows: E. M. Kelly, president; F. E. Gillette, vice-president; W. R. Tate, second vice-president. Directors—W. T. Hale, Charles D. Jones, J. W. Covington, S. C. Wilkes.

John C. Bennett was reelected secretary.

## NO CHANGE IN PRESENT WEIGHTS AND MEASURES

There will be held a conference of the weights and measures officials of the United States at the Bureau of Standards, Washington, D. C., May 21 to 24, for the purpose of an exchange of views between the men having jurisdiction over inspecting, weighing or measuring apparatus. Plans will be discussed looking to greater efficiency and uniformity but it is not anticipated that any steps will be taken to change weights and measures.

## A WEATHER MARKET

For the time being it looks very much like a weather market, as the longer corn planting is delayed by wet weather, the longer the receipts will run light and it is pretty generally believed that the after-planting run of corn will not be very heavy, as we are advised from country points that what little movement there will be, will be largely between country stations for feeding demand.—*Eaton, McClellan Commission Co., St. Louis, Mo. Market Letter of May 13.*

## CONTINUED GOOD DEMAND

Local millers in this market doing very little, as a couple of mills are shut down for repairs. The general run of arrivals of wheat are made up of rather mongrel types.

The demand for corn is not broad, in fact, it comes mainly from single car purchasers. Receipts very light and there is practically no carry-over.

The oat market continues to show a very good demand—shippers and local elevators being the best buyers. Receipts of this grain are running moderate.—*Goffe & Carkner Company, St. Louis, Mo. Market Letter of May 13.*

## OLD FIRM RETIRES

News of more than usual interest was given out on the Chicago market on May 10 to the effect that two of the oldest and best known firms on the Chicago Board of Trade, H. W. Rogers & Bro. and the Rogers Grain Company, had consolidated as the Rogers Grain Company, the first named firm; that of H. W. Rogers & Bro., retiring from business. The former firm had been in existence since 1862 and has ended a long and honorable career. The new Rogers Grain Company has the following officers: J. J. Kemp, Lexington, Ill., president; H. H. Newell, vice-president and manager, and F. E. Glover, secretary and treasurer.

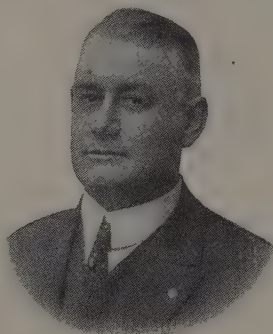
Mr. Kemp is a well-known grain man and banker of Lexington, Ill. Mr. Newell went with H. W. Rogers & Bro. when a boy, direct from Princeton, Ill. He was later made manager of the company's line of 50 elevators with headquarters at Bloomington, Ill., and after 10 years returned to Chicago to become manager of the Rogers Grain Company, which office he has held to the present consolidation. He has served on the directorate of the Chicago Board of Trade, as president of the Chicago Grain Receivers Association, and was one of the

early members of the Illinois Grain Dealers Association, in whose affairs he has always taken a great interest. Few men are more widely known in the country grain trade or on the various terminal markets.

Mr. Glover has been with the old firm for 30 years. He has had years of experience on the Chicago Board of Trade, is always posted on market conditions, and is a recognized authority on cash wheat. The new firm will continue on the same lines as formerly without change, the conducting of a general grain commission business.

## JOHN H. HERRON

The Elmore-Schultz Grain Company is one of the most progressive grain commission firms in the St. Louis market. All its officers are widely known in the grain trade of the Central, Southern and Western territory. Alex C. Harsh is president of the company, V. C. Elmore its vice-president, and John H. Herron, secretary and treasurer. It is not our purpose in this article to say anything of the first two named. Mr. Harsh speaks for himself, as any one who attended the Illinois meeting of grain dealers held last week at Peoria, can testify. It is our intention rather to hold the grain trade mirror before Mr. Herron; apprise those of the trade who



JOHN H. HERRON

don't know, something of the sort of man he is, or at least mark a mile stone along the pathway of a man who has had a long, useful and honorable career in the grain industry."

Mr. Herron started in the grain business in Allerton, Ill., in 1888 as a partner in the firm of Allerton & Herron. He also served as cashier of the Allerton Bank until 1896 when he removed to Sidell, Ill., as one of the organizers of the Sidell Grain & Elevator Company which operated a line of houses on the Chicago & Eastern Illinois Railroad between Danville, Ill., and the Mississippi River.

It was during this time that Mr. Herron was especially active in the affairs of the Illinois Grain Dealers Association. He was elected a director of this body in 1903 and besides serving on the directorate, helped on important committees and was a constant attendant at regular meetings of the organization. Mr. Herron continued as manager of the Sidell Grain & Elevator Company until 1904 and has since been identified with the handling of grain at terminal points in every department. His long experience in all branches of the grain trade, both country and terminal, has proved a valuable asset both to himself and firm in the building up of one of the best receiving businesses on the St. Louis Merchants Exchange. The editors of this periodical are, we trust, duly modest, but it is highly gratifying when a man of Mr. Herron's broad ex-

perience and standing in the trade expresses the thought that as a constant reader of the "American Elevator and Grain Trade" since 1889 he feels that an up-to-date business cannot run without it.

## DO NOT WANT SPECULATION

The Manitoba Grain Growers Association has prepared a bill prohibiting speculation in grain and other food products on Canadian grain exchanges and submitted it to its parliamentary representative at Ottawa, R. C. Henders of Macdonald, Manitoba, the Grain Growers Association at a recent meeting adopted resolutions to the effect that there is a certain element on the grain exchange at Winnipeg who are able in a very large measure to control the grain trade, depressing prices to the producer when they see fit, and boosting prices after they have gained control of the grain.

## THE PITTSBURGH MARKET

Receipts of corn have been fair in comparison with the balance of the season. The demand the past week has been exceedingly light and a goodly portion of the arrivals have been going into store. Interior demand is practically nothing for this commodity. Values have been averaging four to six cents per bushel under Western quotation.

Arrivals of oats have been fairly liberal for this season and elevator stocks are increasing and storage space is reported as scarce. Sellers are constantly making concessions in order to make trades and prices are not inclined to follow Western advances.—*Harper Grain Company, Pittsburgh, Pa. Market Letter of May 13.*

## WOULD ADVANCE COMMISSION RATES

An amendment to the rules of the Chicago Board of Trade has been posted for ballot, making the rate in wheat, corn or oats futures \$10 for 5,000 bushels, an advance of \$2.50. The directors have been petitioned to have a separate amendment putting all trades in futures on a brokerage basis of 75 cents per \$1,000. Brokers want the latter amendment incorporated with the commission rule claiming that only by such action will there be fairness to both sides. There is a difference of opinion in the proposed advance in commission rates. The private wire houses claiming that the increased cost in telegraph rates makes an advance necessary while others say the present rate is high enough on a fair volume of trade.

## MINNEAPOLIS CONDITIONS

The last few days our wheat has been gaining in price from 3 to 5 cents a day. It is very significant, however, that the larger mills are withdrawing from the wheat market and as we are approaching the new winter wheat crop with prices far above the Government basis, it is only natural to expect a recession in wheat values very soon. One other feature of our wheat market which must be brought out is the fact that the overwhelming majority of our wheat receipts have been Government wheat shipped in here from Duluth to fill mill requisitions, so that the actual trading in wheat of late is relatively small.

Rye has been extremely nervous for several days, and cash handlers have been loath to take hold of any rye except when they had opportunities to hedge it to advantage. As a matter of fact, rye right now is selling for less money than the cost of the rye held by the Government. This, by many, is interpreted as a bullish factor, but still at the same time we are rapidly approaching a new rye



crop, and with the big stocks of rye on hand in this country, there seems to be little chance for an early advance.

Our corn market is not a large one, but there is still somewhere about a shipping basis to Chicago or Milwaukee. There has been very little shipping demand for barley of late, but our cash barley is more or less responsive to the action of the futures, and the futures are, in turn, affected by the action in corn.—*Blanchard-Godfrey Company, Minneapolis, Minn. Market Letter of May 13.*

### BOY! PAGE JUPITER PLUVIUS

How large the corn acreage? Ask Jupiter Pluvius. It is rumored that the drouth has been broken. It is reported that the dust is not doing many spirals or figure eights. We need a big corn crop this season to build up stocks in terminal markets. We do not want it all to walk off the farm. Chicago needs a liberal stock to act as a balance wheel. Fluctuations are too erratic. On the law of average we are due for a large yield per acre this year. If weather permits the planting of a large acreage, we may raise a record crop. Largest acreage was 114,000,000 last year against 121,000,000 two years ago and a previous average. Yield per acre varies from 23 to 29 bushels. An average is 26. Largest crop was 3,124,000 in 1912.—*C. A. King & Co., Toledo, Ohio. From Recent Special Market Report.*

### CHANGE IN DEMURRAGE RATES

Edward Chambers, director of the Division of Traffic, Chicago, Ill., has sent out notices that the present demurrage rates will be changed at the earliest possible date by reduction as follows: For the first four chargeable days after the usual two days' free time, the rate will be \$2 a day; for all chargeable days thereafter \$5 a day, and average agreement will be authorized to apply on inbound loads separately and on outbound loads separately, but no credits will be allowed to be transposed from one operation to the other. Each will be treated entirely independently of the other. The number of credits recoverable under the average agreement will be four, and the method of computing the debits and credits and making allowances for holidays will be the same as it has been under the old arrangement.

### MARKET MAINTAINS GOOD UNDERTONE

While there have been big fluctuations in corn values here recently, there has been a strong undertone to the market, due to the prospect for continued light receipts during the period of corn planting, which has been badly delayed by persistent rains through the corn belt, the limited stocks in elevators and light industrial supplies. While there may be a temporary decline in prices, we do not look for any material permanent break until receipts increase materially, and with the small stocks that are reported to be back in the country, it does not seem likely that arrivals will become burdensome on this crop.

Receipts of oats have not been large and prices have been following the trend of corn. Country offerings are light and the demand is moderate. The new crop is reported to be doing well.—*Mueller Grain Company, Peoria, Ill. Market Letter of May 13.*

### EXCHANGE HAS RIGHT TO SUSPEND

The suspension of a member from the Cincinnati Grain & Hay Exchange of Cincinnati, Ohio, resulted in a law suit, Theobald Felss, the plaintiff, brought suit against the Exchange for \$10,000 damages charging libel. The claim was made that because of the publication of his suspension he had been injured. The trouble arose over a contract with Perin Bros., members of the Exchange, in which the Perin firm complained the Felss Flour Milling Company had cancelled a contract for the purchase of 1,000 sacks of corn after the market had taken a big drop.

The Felss Company appealed to the Common Pleas Court to enjoin the suspension and Judge Buckwalter dismissed the suit. The case was then taken to the Court of Appeals which sustained the right of the Exchange to suspend or expel a member for

failure to observe the rules made by such Exchange, and which rules the member had voluntarily accepted and subscribed to when he joined the Exchange. The court held that the Exchange was within its rights in disciplining a member for infraction of its rules, provided these rules were not in conflict with the civil or criminal laws of the land.

### WM. R. EVANS

An initial bow to the great grain public is made this month by the Wm. R. Evans Grain Company of Indianapolis, Ind. The firm will engage in the grain brokerage and commission business and has its offices in room 601 Board of Trade Building which houses the majority of the grain firms of that market. Wm. R. Evans is the head of the new concern and has, as his associate, E. F. Winslow who has been connected with grain interests of Indianapolis for some time.

Mr. Evans is an Indianapolis product, having been born in that city in 1892 and has grown up in



WM. R. EVANS

the grain and milling business. His father is a member of the Evans Milling Company, corn millers, and here Mr. Evans junior served his apprenticeship. He was identified with this firm for the past six years as grain buyer and head of the traffic department. In starting the grain company he has surrounded himself with capable co-workers and his own initiative and experience together with ample necessary capital, will commend the new enterprise to present and future patrons. Indianapolis is a growing market. Its situation is most favorable, its grain merchants enterprising and thoroughly alive to the markets future possibilities.

The Wm. R. Evans Grain Company is anticipating this growth; not only anticipating but fostering it. For the firm will undoubtedly make a new blade grow where none grew before and just as we must have more grain for the increasing needs of our rapidly growing population, so we must have additional reputable firms for handling it.

### EXPECTS GOOD DEMAND FOR CORN

There was more talk of \$2 corn and we understand considerable covering by shorts. May reached a new high record today at \$1.79, closing only ½ cent below this figure. Receipts were quite disappointing especially for two days. Chicago having 80 cars, Indianapolis 36, this resulting in quite a strong

cash market. One car of 3 yellow was sold at \$1.79 while car of 4 mixed brought \$1.75 f. o. b. shipping point. This price, however, can hardly be said to represent the market, as an occasional car is sold for feeding at considerable above the market. In fact, even our white corn buyers will not pay this price, saying that it is impossible for them to sell their product on anything like this basis. Weather generally was favorable and corn planting quite general throughout the belt. Our advices indicate light receipts and will no doubt have a good demand for all arrivals here and at prices fully in line with competitive markets.—*Bert A. Boyd Grain Company, Indianapolis, Ind. Market Letter of May 13.*

### CHANGES IN MEMBERSHIP

*Baltimore.*—New members recently elected to the Chamber of Commerce are: Walter P. Coria, Edward S. King, Alfred W. Pleasants, William C. House and John Merryman. The memberships of Chas. E. Cochran, P. H. Lantz and James C. Gorman, deceased, have been transferred. Reported by Secretary Jas. B. Hesson.

*Chicago.*—Memberships have been granted to the following on the Board of Trade: M. S. McCarthy, L. C. Brosseau, J. A. Richardson, Wm. J. Lyons, A. E. Staley, B. H. Ettelson, Paul D. Sullivan, John I. McFarland and R. A. Bodmer. The memberships of Geo. T. Badger, Irving C. Lyman, B. W. Roberts, O. L. Randall, J. H. Rawleigh, J. N. C. Lehmann, D. Sullivan, E. T. Northam and J. H. Knauss have been transferred. Reported by Secretary John R. Maufl.

*Indianapolis.*—D. G. Phillips is a new member on the Board of Trade. Reported by Secretary Wm. H. Howard.

*Kansas City.*—Ebenezer S. Thresher, of Thresher-Fuller Grain Company and Eugene Cox were recently elected to membership on the Board of Trade. Reported by Secretary E. D. Bigelow.

*Minneapolis.*—W. H. Graves of Minneapolis; Herman W. Ladish, Milwaukee; Richard V. Carleson, Minneapolis; Harley L. Flood, Minneapolis, are new members in the Chamber of Commerce. Reported by Statistician H. J. Craig.

*Richmond, Va.*—C. F. Morriss & Co., Inc., have been admitted as members of the Grain Exchange. Reported by Secretary W. F. Green.

### TERMINAL NOTES

W. H. Sterling formed a connection on May 1 with Harris, Winthrop & Co., of Chicago.

The Hagen Grain Company has succeeded the Hagen-Berg Company at Duluth, Minn.

Thompson & McKinnon of Chicago, Ill., have admitted B. H. Ettleson and W. J. Lyons to partnership.

The American Malt & Grain Company has been organized at Philadelphia, Pa., with a capital stock of \$5,500,000.

Wayne Marsh, formerly with the Armour Grain Company at Omaha, Neb., has gone with the Peters Mill Company.

The Harwood-Young Company of Peoria, Ill., are now operating at that market the wire of Ware & Leland of Chicago, Ill.

Chester M. Martin of the Burdick-Thomas Company, of Detroit, Mich., was a recent visitor on a number of Eastern grain exchanges.

Robert R. Saunders, formerly Federal grain supervisor at Louisville, Ky., has been appointed supervisor for the New Orleans district.

W. F. Green has been appointed licensed inspector of shelled corn and wheat for Richmond, Va. His office is in the Grain Exchange Building.

Earl Triplett, recently with the Farmers Elevator Company of Salix, Iowa, has become connected with the Flanley Grain Company of Sioux City, Iowa.

Geo. P. Braun Jr., recently returned from overseas service has joined the grain and stock brokerage firm of Eugene M. Hoyne & Co., of Chicago, Ill.

Harry M. Stratton, president of the Milwaukee Chamber of Commerce and Albert R. Taylor of the Taylor & Bournique Company of Milwaukee, Wis., went to New York with a committee of Milwaukee's



leading citizens to act as a reception committee to the famous Thirty-second Division, the first units of which arrived in New York, May 4.

Barnett Faroll, formerly for a number of years with Bartlett Frazier Company of Chicago, Ill., is again representing them "on 'Change."

William M. Richardson of Richardson Bros., grain and feed brokers of Philadelphia, Pa., has removed the family residence to Atlantic City for the summer.

The Minneapolis Chamber of Commerce plans to enlarge its trading floor. An extension of 50x76 feet will be built which will give a trading floor of 182x76 feet. A pit will be built for trading in coarse grain.

George E. Booth with Lamson Bros. & Co. of Chicago, Ill., returned from Pasadena, Calif., May 5, where he had enjoyed a six weeks' outing from business.

The Board of Directors of the St. Louis Merchants Exchange voted to purchase \$30,000 worth of Victory Liberty Loan Bonds on account of the Exchange.

The L. C. Button Grain Company has opened offices in the Grain Exchange Building, Sioux City, Iowa, and will conduct a general grain commission business.

R. B. Hancock, recently with Quinn-Shepardson Company of Minneapolis, Minn., has formed a connection with the Interstate Grain Company of Milwaukee, Wis.

Lieutenant John C. Bennett of the American Aviation service has returned home and joined his father's firm at Nashville, Tenn., that of John C. Bennett & Co.

The Louisville Board of Trade is arranging for a new home which will be more convenient in location and also better fitted for the purposes of a grain exchange.

J. S. Bateman, prominent grain and hay man of Lexington, Ky., will open offices in the Carew Building, Cincinnati, Ohio, and engage in the grain and hay business on that market about July 1.

The Campbell Company, cottonseed oil and products brokers of Little Rock, Ark., have added a grain department to their business and become members of the Little Rock Grain Exchange.

The Kansas City Grain Club of Kansas City, Mo., held its annual meeting early in May at which Fred C. Hoose was re-elected president; James N. Russell, vice-president, and H. C. Gammage, secretary.

Lieutenant Earl Root, of Whitcomb & Root of Cincinnati, Ohio, who has been in charge of the hay business of the Quartermaster's Department at Camp Sherman, is again at his desk in the home office.

The Marshall Hall Grain Company of St. Louis, Mo., shipped out a large amount of oats for export recently over the Federal Barge Line. It was the first shipment of its kind on the river in over 10 years.

A cargo of 240,000 bushels Argentine corn was bought by the Corn Products Company of Chicago on May 8, at \$1.40 c. i. f. New York for May, June shipment. It figured 20 cents under Chicago July at the time of sale.

Goudy Mayfield and Herbert McNamee have formed a copartnership under the name of Mayfield & Co., to engage in a general commission business in grain, stock and provisions, at Chicago, Ill. Offices are at 116 West Monroe Street.

The new contract grades of oats have been adopted by the Minneapolis Chamber of Commerce Association. The new Federal standard will be adopted by the Minnesota Inspection Department and No. 2 white will be the contract grade. No. 1 white will apply at ½ cent premium and No. 3 white at 1½ cent discount.

You don't pronounce it, or sing it, unless you are a returned soldier with an acquired Parisian accent; but you read it like this: *La Rue de Rivoli price de la Place de la Concorde vers le Louvre.* It was only a post card or *carte postale* sent to our editor by Editor J. Ralph Pickell of the *Rosenbaum*

*Review* of Chicago. Editor Pickell's articles from overseas on grain stocks, supplies and consumption of Europe, appearing exclusively in that periodical, have been winning commendations from the grain trade in all sections of the country for accurate and truthful portrayal of conditions in the countries visited.

O. A. Bruso, who has been identified with the grain trade at Buffalo, N. Y., for the past 25 years, and who recently returned from military service abroad, has engaged in the grain commission business on the Buffalo market with offices at 831 Chamber of Commerce.

William T. Hill, formerly of the J. H. Teasdale Commission Company of St. Louis, Mo., but who retired from business about two years ago, has purchased the interest of Thomas B. Teasdale in the firm and is again in the grain business. The firm is capitalized at \$250,000.

Dudley M. Irwin will again head the Buffalo Corn Exchange of Buffalo, N. Y., for the coming year. A. B. Black is vice-president, W. J. Heinold, treasurer, and Fred E. Pond, secretary. Directors are, including the first named officers, F. A. McLellan, F. F. Henry, E. M. Husted, H. T. Burns, Nesbit Grammer and H. C. Harrison.

J. Herbert Ware, Jr., has been admitted to a general partnership in the firm of Ware & Leland, of Chicago, Ill. This firm is one of the oldest and best known grain and stock houses in the Chicago market. The principals in the firm are J. Herbert Ware and Edward F. Leland. John N. Weinand is at the head of the cash grain department.

The Liberty Loan Committee of the Chicago Board of Trade under the chairmanship of A. V. Booth went over the top with its quota of \$3,000,000 early in the campaign. The members of the committee

were: J. P. Griffin, E. A. James, R. A. Schuster, J. W. Booth, A. G. Delany, E. A. Doern, E. C. Badenoch, A. F. Lindley, J. M. McClean, J. F. McKenzie, W. L. Gregson, Jos. Simons, Sam Wolff, C. W. Hunter, Sam Raymond, Edw. Hymers, Chas. F. Hanson, John D. McDougal, A. F. Paddleford, E. Butz, H. J. Patten.

The De Armand Grain Company of St. Louis, Mo., has been incorporated with a capital of \$15,000 to conduct a general grain business. Incorporators are R. R. De Armand of St. Louis and James W. Russell and H. P. Seward of Kansas City. Lieutenant De Armand was formerly with the Russell Grain Company of Kansas City and but recently returned from the war.

Recent annual election on the Denver Grain Exchange, Denver, Colo., resulted as follows: W. H. Wierman, president; H. E. Kelly, vice-president; Geo. S. Clayton, second vice-president; R. C. Johnson, secretary; O. M. Kellog, treasurer. Directors are: John L. Barr, Herbert Wright, J. A. McSwigan, John L. Barr, Geo. S. Clayton, O. M. Kellog, W. H. Wierman, P. F. Savage, J. F. Gallagher, H. E. Kelly, C. B. Seldomridge, N. C. Warren, W. C. Cook, P. Crowe.

A. P. Holbrook, Jr. and A. J. Mayer have taken over the L. Bartlett & Son Company office in Chicago and will hereafter operate under the firm name of Mayer-Holbrook & Co. Both Mr. Holbrook and Mr. Mayer are members of the Chicago Board of Trade and the latter's application is now for membership in the St. Louis Merchants Exchange and the Milwaukee Chamber of Commerce. The firm will have close working arrangements with Milwaukee, Indianapolis, Peoria, Omaha, Kansas City and St. Louis and will conduct a general cash grain business."

## TRADE NOTES

The Board of Trade Inspection Department of Cairo, Ill., W. S. Powell, chief grain inspector, has installed three large official Brown-Duvel Moisture Testers purchased from the Hess Warming & Ventilating Company of Chicago, Ill.

We have received the announcement of the formation of a partnership by Norman Hatton, Wm. J. Klein and S. E. Holmes under the name of Hatton, Klein & Holmes at Cedar Rapids, Iowa. They will conduct a business of general engineering, architecture, machinery layouts, heating and ventilating, and industrial engineering.

The Huntley Manufacturing Company of Silver Creek, N. Y., has announced that the J. J. Ross Mill Furnishing Company of Portland, Ore., and Seattle, Wash., will represent them as their agents for the Pacific Northwest. They will carry a full line of Monitor Grain Cleaning Machinery, Dust Collectors and other special Monitor machines.

L. H. Adams of Sac City, Iowa, has become associated as salesman with the Trapp-Gohr-Donovan Company of Omaha, Neb., manufacturers and distributors of the Trapp Auto Grain Dump. J. M. Mackenzie will also represent the company in South Dakota as salesman of the Trapp Dumping Systems.

The second annual meeting of the Community Millers Association of America, which will be held at Louisville, Ky., from May 19 to 23 inclusive is expected to bring out a very large attendance. One of the attractions will be a machinery exhibit held in the Armory and will include a number of well known grain elevator machinery and supply houses.

An editorial was published in a recent issue of this publication on "Profitable Side Lines." When Philip D. Armour began to utilize, as he said, everything about the hog but his squeal he began to pile up his enormous fortune. A great many grain dealers are handling side lines today which can be taken on as a legitimate part of the grain

business and one of these is the feeds put out by the Quaker Oats Company of Chicago. The grain dealer is in close touch with the farmer and the dairyman and a logical handler of these products. The Quaker Oats Company has some literature on the lines of "Business Building Plans for Feed Dealers" which they will mail to any grain or feed man on request.

The Strong-Scott Manufacturing Company of Minneapolis, Minn., will ship the latter part of this month the Morris Drier for the New Pennsylvania Canton Elevator at Baltimore, Md., which is being erected by James Stewart & Co. of Chicago. It will consist of eight units of 500 bushels each giving a capacity of 4,000 bushels per hour. The driers will be of the latest improved type with intermittent discharge operation.

The B. F. Goodrich Rubber Company of Akron, Ohio, in some late literature has something to say about a decision made quite a good many years ago to make "quality" an important attribute of Goodrich products. The present establishments of the company and the immense business done, indicate that this idea was put into effect and constantly maintained. Goodrich Grain Elevator Belting is doing service today wherever grain is grown and marketed and this is but one of its high grade rubber products.

The stockholders of the Joseph Dixon Crucible Company of Jersey City, N. J., held their annual and regular meetings on Monday, April 21. The following directors and officers were elected: Directors—George T. Smith, William G. Bumsted, J. H. Schermerhorn, Robt. E. Jennings, George E. Long, Edward L. Young, Harry Dailey. Officers chosen were: George T. Smith, president; George E. Long, vice-president; J. H. Schermerhorn, vice-president; Harry Dailey, secretary; William Koester, treasurer; Albert Norris, assistant secretary and assistant treasurer. The report made by



President Smith and the remarks made by him on the business of the company were received by the large number of stockholders present as most satisfactory and pleasing in every way. The American Graphite Company, incorporated under the laws of the State of New York, is a subsidiary of the Joseph Dixon Crucible Company, and its annual election was held on the same day as that of the Joseph Dixon Crucible Company, and resulted in the election of the following officers: George T. Smith, president; George E. Long, vice-president; J. H. Schermerhorn, treasurer; Harry Dalley, secretary; William Koester, assistant secretary and assistant treasurer. The directorate is the same as that of the Joseph Dixon Crucible Company.

This periodical can conscientiously recommend all its advertisers to our readers. It accepts no firms who it knows are not qualified or disposed to conduct business honestly and fairly. It would especially recommend, however, that product known as the Kennedy Car Liner manufactured by the Kennedy Car Liner & Bag Company of Shelbyville, Ind., on account of the losses it prevents to shippers. These liners are very largely used and their saving qualities appreciated by many. Just so long as cars are delivered to stations as at present, often in a manner very unfitted for carrying grain, the liners will prove a boon to the shipper and will greatly enhance his bank account at the end of the season besides saving needed grain.

### A SCALE FOR USE WITH THE MOISTURE TESTER

The Hess Warming & Ventilating Company, Chicago, Ill., is calling attention to a new scale it is making for use with the moisture tester. The new scale, which is illustrated herewith, is designed



NEW SCALE FOR USE WITH MOISTURE TESTER

for this one purpose only, and will weigh samples of 25, 50, 75 or 100 grams. The handling of loose weights and of sliding weights is dispensed with, after the scale is once set and adjusted for weighing. Its makers claim it is unexcelled for convenience and simplicity. It is sensitive to 1-30 of a gram; equal in delicacy to a scale costing many times the price. It is offered at \$5 and is fully guaranteed for accuracy and sensitiveness.

### ERIE BARGE CANAL OPENING

BY C. K. TRAFTON

The announcement that the great Erie Barge Canal would be opened for the season on May 15 was a source of much gratification, not only to members of the various lines of business represented on the N. Y. Produce Exchange, but to business men generally in this city and towns along the route of the canal, and to shippers of all kinds of merchandise throughout the interior. In short, it was the consensus of opinion that all branches of trade and industry would derive material benefit, either directly or indirectly. Of course, the benefit of lower canal freight rates compared with rail rates cannot be enjoyed as long as the Railroad Administration maintains the same rates for both routes, but nevertheless, the big new barges, with a capacity of about 32,000 bushels of wheat, or about four times that of the old barges, will result in some saving of handling charges and the use of self-propelled vessels will result in an appreciable saving of time. During the frequent periods of serious railroad congestion, following the striking expansion of traffic because of the war, it was often stated that shipment by the canal was actually quicker than by rail. Of course, other

branches which cannot use the canal personally will benefit by the release of a large number of freight cars and the diversion of a huge tonnage from the rails to the water. Before the opening day arrived a large fleet of Government steel and concrete barges had collected between New York and Buffalo. In fact, it was said that some of the boats had started up the Hudson several days previously as it was announced that the Erie Branch between Troy and Lyons would be thrown open on May 12. It was assumed that these boats would be as far west as Lyons by the time the western end of the canal was filled with water.

The Government is said to have at least 50 steel boats ready for service, the steamers costing about \$80,000 each and the barges from \$25,000 to \$30,000. Although originally known as "Thousand-Ton Barges," they have a capacity of 500 to 650 tons. They are expected to bring down from Buffalo immense quantities of grain that have been awaiting shipment to the seaboard, largely for May shipment to Europe. Owing to the various obstacles to business on the canal last season many boat-owners who had been engaged in that traffic for years had turned their attention to lighterage business in New York harbor and as this business has been prosperous it is considered unlikely that they will return to the canals unless conditions prevailing last season show appreciable improvement. In order to make it worth while for them to return many civic organizations both in the tidewater section and along the canal between Troy and Buffalo have been striving to bring about improvements.

Lewis Nixon, State Superintendent of Public Works, has made public the following statement of the agreement entered into with the U. S. Railroad Administration, New York Canal Section:

1. The Railroad Administration will operate on the N. Y. State waterways only the boats owned by it. If all boats under construction are completed the fleet will comprise 51 steel cargo barges of 650 tons capacity, 24 concrete cargo barges of perhaps 500 tons capacity, and 20 steel cargo steamers of about 450 tons capacity.
2. The fleet will be operated in a bulk cargo service between Buffalo and tidewater. It is not expected that a service will be provided to, from or between intermediate ports by Federal authorities.
3. The Federal Government will not control in any manner the operations of any independent canal lines that may be formed nor the rates such companies may establish.
4. The Canal Section of the R. R. Administration cancels its re-charter option on all the old type barges operated by it last season, thereby releasing such boats for independent operation.
5. The Government will restore a service on the Great Lakes between Buffalo, Chicago, Milwaukee and other ports, and joint east and west bound canal and lake rates will be established, applying via the Government canal line and its lake line.
6. The independent canal lines will be permitted to establish the same scale of canal and lake rates with the Government lake line as is maintained by the Federal canal line and the Government lake line will not demand nor receive from independent canal lines a greater division of the through rate than it accepts in the pro-rate with the Administration canal line.
7. Such canal and lake rates as may be published shall be on a differential basis under the all rail and rail and lake rates.
8. The Administration is willing to establish rates and working arrangements between independent canal lines and coastwise steamship lines under its control on as favorable terms as with the Government controlled canal line.
9. The Administration will agree to establish joint rates and interchange business between independent canal lines and Government controlled rail carriers at points of connection east of Buffalo and will insure fair co-operation between the rail lines and canal carriers at points of interchange.
10. The Administration is willing to give consideration to the establishment of canal and rail rates to and from points west of Buffalo, via Buffalo when canal equipment and facilities are sufficient to provide a dependable and adequate service.

A COMPROMISE on the new rates of commission and brokerage has been made and adopted by the Chicago Board of Trade directors. The proposed new rule placing all traders on a brokerage basis is to be posted at once and voted on together with the commission rates on May 26. New rates are to be ¼ cent a bushel, or \$12.50, for nonmembers, and ⅛ cent or \$6.25 for 5,000 bushels grain, to members. Brokerage is to be 75 cents. For indemnities or

privileges members and nonmembers are to be treated alike, the new rate being 25 cents or 5 per cent, instead of 25 cents to nonmembers, and 15 cents to members.

### NEBRASKA FIRM BUILDS NEW ELEVATOR

If the big league pulled a game at Haigler, Neb., Les Mann or Hollicher could drop a Texas leaguer into left field and land the ball in Kansas, and a right field drive might put it over the fence into Colorado. That's where Haigler is,—in the very southwest corner of the state. There is no O. B. out that way, but there is lots of grain, and to handle it the Koehler-Twidale Elevator Company of Hastings, Neb., has just completed a new concrete elevator of 18,000 bushels' capacity. The house is operated by the Wood-Found Lumber Company, an old established firm at Haigler.

The new house is pleasing in appearance and intensely practical in construction and equipment. It is of reinforced concrete throughout and the ground plan is oblong in shape. On each end is a



NEW KOEHLER-TWIDALE ELEVATOR, HAIGLER, NEB.

cylindrical bin, 78 feet high. Between these bins is the work room on the ground floor 12x16 feet in size. Above the workroom there are eight bins which extend to the scale at the top, a 500-bushel Howe Automatic Scale. Two steel legs carry the grain from the dump to the elevator heads where it can be sent direct to storage or to the scale hopper by a modern distributor head.

The machinery equipment consists of a cleaner and an employees' elevator. Power is furnished by two motors, one of 8-horsepower to operate the elevators and another of 2-horsepower for the cleaner and the conveyors that carry the grain from the large tanks.

On the side of the house opposite the Burlington Railroad, shown in the illustration, is a 14-foot driveway and a small wareroom.

IT IS understood that the Enforcement Division of the Food Administration called in a number of commission men in Chicago who were reported as having May corn bought in fair quantities. The object was to ascertain what disposition or use they intended making of it. There is authority for the statement that no large holdings of corn exist.



# Illinois Dealers Meet at Peoria

THE twenty-sixth annual convention of the Illinois Grain Dealers Association held at Peoria on May 6-7 was one of the best which the Association ever held. There are two reasons for this, —first, the importance of the problems which confront the grain trade at this time and the adequate treatment they received at the hands of the speakers; and, second, because of the great preponderance of country shippers over terminal market operators, and their active participation in the proceedings from the floor of the convention hall. These conditions are bound to result in a meeting of greater interest and value than when the entire program is cut and dried and is delivered in its entirety from the rostrum.

President J. H. McCune opened the convention by calling upon the Rev. B. G. Carpenter, pastor of the Universal Church, for the invocation. This was followed by an address of welcome from the Honorable E. N. Woodruff, mayor of Peoria, who paid a tribute to the Peoria dealers when he said that whenever Peoria needed things done it went to the Board of Trade for their accomplishment, and that he felt that the convention would handle the problems confronting it in an equally efficient manner.

President McCune responded to this welcome in a few well-chosen words and then delivered a brief address. Although he has the recognized ability of setting forth the Association affairs in a thorough and comprehensive manner, he set a wise precedent in not touching upon organization matters which would later be taken up by the secretary and the committee chairmen, thus eliminating much of the useless repetition which convention delegates so often have to listen to. He took occasion to thank

normal, and business more adversely affected by rules and regulations than during the past year. That the trade is not in a chaotic state speaks volumes for the business ability and the character of the men comprising it.

The problems that have been and are now confronting the grain trade are known to you, and will be fully discussed during the convention by those more able than I, so, taking as my motto, "Brevity is the



PRESIDENT F. G. HORNER  
Lawrenceville, Ill.

essence of good business," I shall confine my remarks to the activities of the different branches of the Association.

The Bureau of Legal Advice, presided over by Attorney Wm. R. Bach, of Bloomington, has been of great benefit, not only to the membership-at-large, but to me in the consideration of the various questions perplexing the trade, and you should all remember that, whenever you have any doubts upon a legal point, it is your privilege to write me and I will obtain the desired information for you.

In spite of the unfavorable attitude of the carriers, the Claims Bureau has been very successful. I know that there is a tendency on the part of certain claim agents to suggest to claimants that it would be as well for them to file their claims direct, but with no intention of boasting, it is a fact that we have been able to collect claims that the ordinary shipper cannot, or at least, does not. Please understand that this Bureau stands ready to be of service to you all, the claim rules which govern being printed in full in the annual directory, copy of which has been mailed to the entire grain trade of the state.

The Scale Department has not been all that it should during the past year, due to a lack of efficient inspectors and a greater number of requests than ever before. However, with Joseph B. Sowa out of the service and again on the job we will soon be caught up with the work, and hope to be of greater service than ever before.

The Arbitration Committee has been called upon but seldom during the past year for the settlement of trade differences, which speaks highly not only for our members, but for the grain trade as a whole, as our members have contracts in nearly every terminal market.

The *Monthly News Bulletin* issued on or about the first of each month, is intended to keep our membership up-to-date and informed upon matters affecting the trade. It should in no sense be considered as taking the place of the regular trade journals, however, and I suggest that you be the reader of at least one trade paper.

During the current year 53 new members have been added to our membership, and after deducting a number of resignations on account of members disposing

of their businesses, we now have a total of 601, a net gain of 25.

Seven local meetings have been held, with an aggregate attendance of over 1,000. At these meetings the then new Federal wheat grades were taken up and explained by representatives from the Bureau of Markets.

Two mass meetings of the Association were called in Springfield after the Food Administration Grain Corporation issued the ruling fixing 8 cents and freight as the buying margin for the 1918 wheat crop. You are all familiar with what was accomplished, and no comment is needed.

It is my sincere regret that I was unable to get out more among the membership, but the many demands upon my time made it impossible. However, approximately 3,000 miles were traveled in a Ford, and over 200 dealers seen. I hope to see everybody next year.

I will now submit the financial statement of the Association for the year ending May 1, 1919.

Receipts	
Balance on hand May 1, 1918.....	\$ 411.76
Dues .....	\$6,504.75
Membership fees .....	170.00
Arbitration fees .....	45.00
Directory Advertising .....	1,789.25
Claim fees .....	1,418.33
Sale of Directories.....	57.35
Scale fees .....	167.12
Balance from Special Wheat Fund .....	675.72
<b>Total .....</b>	<b>\$11,239.28</b>
Disbursements	
Office supplies .....	\$ 310.14
Officers' expense .....	1,282.03
Postage .....	655.07
Scales .....	17.61
Annual convention .....	121.45
Rent .....	195.00
Refund .....	34.22
Telegraph, telephone, express, etc..	109.93
Assistant secretary .....	1,175.00
Printing .....	419.11
Secretary's salary .....	2,100.00
Secretary's expense .....	622.45
Directory .....	1,028.63
Dues to National Association.....	401.00
Arbitration .....	25.08
Payment of note due to 100 Club..	500.00
<b>Total .....</b>	<b>\$9,136.72</b>

Balance on hand May 1, 1919.....\$ 2,102.56

In the absence of Treasurer William Murray of Champaign on account of illness, his daughter, Miss



RETIRING PRESIDENT J. H. McCUNE

the officers and members for the ability and loyalty which they had displayed in helping with the affairs of the Association, and spoke of the spasm of economic pain which the country was going through and which was manifested by the Socialist and Bolshevik outbreaks in various localities, the disturbed times making fertile soil for economic fallacy, but stated his complete confidence that we would emerge from the chaos.

## SECRETARY CULBERTSON'S REPORT

Secretary W. E. Culbertson of Delavan delivered the secretary's annual report as follows:

Probably not in the history of this Association have conditions affecting the grain trade been more ab-



SECRETARY W. E. CULBERTSON

Murray, read his report which confirmed the financial statement of the secretary.

The report of the Finance Committee was read by the secretary. It showed that the books of the treasurer and secretary had been audited and had been found to be correct, and commended the simple and efficient system in which the financial affairs of the Association were handled.



President McCune appointed the following committees:

Resolutions Committee: B. S. Williams, Sheffield; L. A. Tripp, Assumption; R. F. Wrenn, Roanoke; H. I. Baldwin, Decatur; J. W. Radford, Chicago.

Nominating Committee: H. A. Hilmer, Freeport, chairman; E. A. McKenzie, Moweaqua; C. Chase Savage, Virginia; C. F. Scholer, Bloomington; W. S. Miles, Peoria.

#### ADDRESS BY WILLIAM R. BACH

The legal affairs of the Association were discussed at some length by William R. Bach, attorney for the organization. He said that only two matters of great importance had come before the Association during the year. These are not new. In fact, they have been prominent for many years and one is still unsettled while the other is approaching settlement and will be in fact if the railroads can be divorced from the Government. The first of these relates to the distribution of cars to country shippers. A committee of representatives of the Utilities Commission and shippers met in Chicago and invited the Railroad Administration and representatives of the railroads to be present. There were 18 members on the committee, but the Administration was not represented. A plan for distribution between stations was unanimously adopted and the plan was approved by the Illinois Public Utilities Commission. But when it went to the Interstate Commerce Commission, that body disapproved on the ground that the rule was not elastic enough, but they offered no substitute. He said that he believed that a great majority of members of the Association were for the pro rata distribution as had been decided in the case of the *Vermilion Elevator Company of South Dakota versus the St. Paul Railroad*. He said he felt confident that the I. C. C. would adopt a rule by which every shipper may know how many cars he can expect to get each month, and that the rule would probably follow the Nebraska plan or that determined in the *Vermilion* case.

The Nebraska rule is based upon two factors: First, the amount of grain shipped by the shipper during the preceding year and, second, the amount of grain in the elevator on the last Saturday in each month which has been tendered for shipment.

The *Vermilion* rule provides for distribution in the relative proportion in which elevators tender grain for shipment.

The second matter of importance before the Association relates to the settlement of claims. Mr. Bach traced the history of the attempt of shippers through Mr. Goemann's committee, to get together with the railroads in this matter at the request of the Interstate Commerce Commission. He told how Order 57 had been presented without warning at one of these meetings and of the objections raised by the trade which resulted in the issuance of the modified Order 57-A which still provided that on all claims on clear record cars you get nothing. This order is clearly contrary to the law of the state which was settled for all time for intrastate shipments in the *Shellabarger* case. He spoke of the two laws introduced at the instance of the Farmers Grain Dealers Association, one of which fixes a penalty for every claim which the railroad refused to pay and the other which makes evidence of a scale, *prima facie* evidence in a case. These two bills are on the docket as 234 and 235.

Mr. Bach paid his respect to the independence of the railroads in no uncertain terms when he spoke of the refusal of the Illinois Central Road to make the hammer test in inspecting cars at terminals. He also called attention to the persecution which Cameron Bros. of Elliott, Ill., had suffered at the hands of the Lake Erie and Western Railroad in the latter refusing to relay a side track to his elevator which the road tore up as a matter of spite against the elevator. This case was taken before the Public Utilities Commission of Illinois who ordered the road to rebuild the track. But the railroad fought the case through all the courts of the state and finally to the Supreme Court of the United States which has just rendered a decision upholding the decision of the state courts which made the

order of the Commission mandatory upon the road.

In discussing Railroad Order No. 15, Mr. Bach advised elevators if they wanted to avoid trouble to get off the right-of-way. So far as the maintenance of side tracks is concerned he said that the user should pay his proportion of the maintenance but not a cent for depreciation if the railroad furnished the track.

Railroad leases also were discussed, particularly the clause making the elevators responsible for damages even though they were accrued through negli-



MAJOR GRANT M. MILES

gence of railroad employees. He pointed out that an elevator which burned, sparks having been communicated by a passing train and the fire spreading to adjacent property, was responsible for all of the damages.

Mr. Bach's address brought forth considerable discussion from the floor of the convention. Mr. Savage stated that he had a five-year lease and that after two years he got another lease which raised his rental about three times the former amount, and this without cancellation of the first lease. While

some dealers had supposed. He also stated that so far as intrastate shipping laws were concerned the Illinois dealers were the best situated of any grain handlers in the country.

#### TUESDAY AFTERNOON SESSION

The Tuesday afternoon program began with the address by the Honorable W. J. Graham, member of Congress from the 14th Congressional District, on "Government Ownership." He began the address by outlining the state of military and industrial unpreparedness that this country was in at the beginning of the war, and pointed out the danger of such a situation by saying that "what we said Germany could not do, we ourselves did." We sent a huge army across the ocean and took an important part in ending the war. From now on the world's problems are ours, and no peace can be honorable that takes away our National sovereignty.

Our state of industrial unpreparedness was shown in the fact that most of the fodder, oats and vegetables as well as of munitions to supply our troops were bought abroad. When President Wilson stated that for the effective prosecution of the war he must have control of the food supplies of the country, of course Congress gave him power. In time of war, a Republic is the most autocratic nation in the world. This is necessary because in a representative government control of the army and navy, as well as of all agencies which furnish their supplies, must be centralized. Objection was made when the selective draft was first suggested but it proved to be the only right system and the system which will be always used should this country be engaged in other wars.

When the President asked for the control of railroads the clause which incorporated the telegraph and telephone system was considered to be of minor importance. This control by the Government had precedence, for President Lincoln during the Civil War was given similar power although he used it only on the few roads which were captured in the occupied territory of the South and in the short lines which controlled the distribution of supplies to the armies engaged.

In like manner industrial housing which provided for the housing of employees of the great industrial centers; insurance and waterways were all given into Federal control. This experience crystallized two schools of thought in the country—one, which may be expressed by the word individuality and the other by Governmental centralization of control. Mr. Graham stated in no uncertain terms that we must return to normal conditions. That the Government of the United States was organized to



ST. LOUIS GRAIN MERCHANTS POSE FOR THE CAMERA

the parties to a lease have the right to cancel upon due notice, until the cancellation was affected Mr. Bach advised that no attention be paid to the new lease.

E. M. Wayne of Delavan explained the origin of Order 57, stating that it came without warning from the Railroad Administration and was not formulated by the Shippers and Carriers Committee as

protect the person, property and right of happiness of its citizens and it was never intended for anything else.

We have had a sample of Government ownership of railroads and scarcely a business man in the country but is in favor of the immediate return of of the roads to private ownership. According to the testimony of Mr. Hines on December 17, the



reason that the Government did not immediately return the roads to their owners was, first, because of the extraordinary extent of congestion at terminals that was caused by priority orders being issued by different departments of the Government without any system of co-ordination; second, that the interstate rates were made high but under private ownership were not high enough to enable the roads to get proper credit; and third, that the Government was floating loans and it would not be advisable for the railroads to put out bond issues to compete with them. It was figured that had the roads been returned at that time, it would have required a loan of \$157,000,000. Instead of making this loan and closing the account forthwith the Government had continued and had run up a deficit of \$1,250,000,000.

Mr. Graham stated that the Government can inflict hardships on individuals that private corporations could not do. Railroad Order Number 57 was contrary to the law of Illinois and other states and under private ownership such an order would have been impossible.

He advised the Government to take its hands off grain. That the country is tired of trying to fix things. He showed that by control of flour the Government will not lose the money appropriated for the guarantee of wheat price to farmers but that the consumer loses. Artificial manipulation always works an injustice. We would be better off if the law of supply and demand were allowed to control in all things.

He showed briefly by a survey of Governmental operations of railroads in various countries that the system had never been a success and that there was no reason to believe that it could be a success in this country.

At the conclusion of Mr. Graham's address Victor Dewein proposed the motion that a vote of thanks be extended to Mr. Graham for his stirring address and that the convention endorse the sentiment he had expressed. This motion was carried unanimously.

President McCune here introduced an innovation which was very well received. He asked everyone in the room to arise and give his name and the name of the firm with which he was connected so as to make it easier for future acquaintance.

Chas Quinn, secretary of the National Grain Dealers Association, was called upon. He made a brief address in his customary fluent manner stating that President Goodrich had been detained but would be present on the following morning to deliver his address. He explained the purpose of the meeting which was to be held at St. Louis on May 8 at which shippers would receive a report on the cost of handling grain at country stations throughout the country, and would then appoint a committee to meet with Mr. Barnes for further discussion of the handling margin. He stated that no flat margin for country shippers was possible, and that an 8-cent basis would start a rebellion in the trade as it would do an injury to many shippers. He discussed briefly Railroad Order No. 15 and stated that it was being interpreted in various ways by the different railroads, and that the Association intended to find

out from Mr. Hines just what the order means.

Mr. Wayne asked Mr. Quinn if it was the special Advisory Committee of the National Association that was to meet Mr. Barnes in New York. Mr.



SECRETARY CULBERTSON DID NOT SIT DOWN OFTEN

Quinn replied that Mr. Barnes always disliked large committees so that five men had been selected to meet with him and these five men merely happened to be members of the Advisory Committee, and that the conference was to be followed shortly by a meeting with the whole trade.

#### REPORT OF ARBITRATION COMMITTEE

H. A. Hillmer, chairman of the Arbitration Committee, read the following report:



The Committee has been called upon to act upon only three cases during the year. The first case considered was that of the *American Hominy Company of Indianapolis, Ind., vs. Harvel Grain, Hay & Supply Company*, of Harvel, concerning a difference existing relative to the cancellation of contract and a balance claimed as due of \$1,222.18. The Committee found in favor of the American Hominy Company, the plaintiff.

The second case considered was that of the *Henderson Elevator Company of Henderson, Ky., vs. Hasenwinkle Grain Company, of Bloomington*, relative to a balance of \$428.50, involving a cancellation of contract. The Committee found for the Hasenwinkle Grain Company, the defendant. Both of these cases were decided September 26, 1918.

The other case before the committee is *H. C. Carson & Co., of Detroit. vs. Hasenwinkle Grain Company, of Bloomington*, concerning a balance claimed as due of \$3,858.35, involving the cancellation of contracts. This

case is still before the Committee, owing to the granting of an extension of time to the defendant to present his case.

It is suggested that all dealers carefully read the trade rules, which are found in the directory of the Association, as all disputes are due to a lack of knowledge of the rules of the trade, and with a better understanding of these rules, most all cases referred to the Arbitration Committee might be avoided.

#### REPORT OF THE EXECUTIVE COMMITTEE

E. M. Wayne, chairman of the Executive Committee, read the report of that body as follows:

In years past the Executive Committee has been compelled at frequent times to expel members who refuse to abide by the rules and by-laws of the Association but this year the Committee has very little to report so far as it effects the personnel of the Association. We are pleased to say that no member has been asked to withdraw or been expelled on account of any fracture of the rules this year but on the contrary several members have been reinstated on their own request, this to my mind indicates a very healthy condition of the organization.

After hearing the report of the treasurer you should feel gratified in the fact that there is an unusually good balance on hand and no doubt it causes you to wonder how this condition has been brought about. The reason for this condition is that the officers of your Association determined at the beginning of the year that strict economy should be observed so that there would be money available to oppose in any legitimate way any movement that might interfere with the grain trade.

It has been apparent for some time that certain elements and interests have been quietly working to undermine the country elevator business thereby eliminating to a great extent the middle-man or in other words bringing the producer and consumer closer together. These ideas have to some extent originated at Washington and also certain publications have advocated similar ideas and while no one questions the theory as being sound a very large percentage of the people seem to be of the opinion that such a condition would not be practical so far as it does away or restricts the middle-man.

The members of the organization must remember that we are fast approaching a period of readjustment and reorganization in business affairs and that there will be more demands made upon the Association than ever before hence it is necessary to have sufficient funds to carry on any activity that seems to be required to protect the interests of the trade. You have always been very liberal in the past and there is no question but what you will continue your liberality in the future and during the period of readjustment which will surely come within the next year or two more demands will be made on you and no one questions your willingness to respond again.

Your Association took the initiative in the movement to find out how the 1919 wheat crop is to be handled by the Government and also as to what compensation is going to be allowed and what protection the country elevator is to have on the guaranteed price when handling the same. I regret very much to say that I am fearful that the Government is going to be rather dilatory in this matter as I have information which I cannot doubt as being official that the matter is not going to be considered before some time late in May which in itself to my mind indicates that we are slowly drifting the same way we did last



SOME OF THE DELEGATES TO THE ILLINOIS MEETING



season and no one will know what to do or how to do it until the movement of wheat is upon us.

Illinois was more effected than any other state in the Union last year so far as being compelled to make refunds and I hope if nothing is done by the Grain Corporation to indicate what we shall pay for the 1919 wheat crop that the Illinois dealers will not be made the goat again.

## REPORT OF CLAIMS COMMITTEE

The report of the Claims Committee was read by the chairman, C. Chase Savage, as follows:

We, the Claims Committee, desire to submit the following report:

The Claim Bureau, during the fiscal year ending May 1, 1919, handled a total of 1,376 claims, of which 484 were filed during the year, and 892 carried over from preceding years. Five hundred and two claims have been collected, 264 rejected, and 610 are yet in the process of adjustment.

The total amount of claims paid is.....\$19,023.50  
Fees collected .....\$1,418.33  
Fees unpaid ..... 484.02

\$19,023.50

## REPORT OF SCALE COMMITTEE

The Scale Committee report, M. C. Hobart, chairman, was read as follows:

We, the Scale Committee, desire to submit the following report:

We cannot report as much scale work done this year as last for the reason that Mr. Sowa was in the army, and Mr. Betzelberger was compelled to give the greater part of his time to other business. This left Mr. Anderson practically working alone, and the field was too large for him to get over.

During the 10 months that this report covers, the inspectors visited 211 towns, and tested 382 scales at a salary of \$1,675.50, or an average fee, including time, of \$4.38 per scale gone over. The total traveling expenses for the year were \$977.55, or an average of \$2.54 per scale.

Total repairs as furnished by the inspector, including new steel for bearings, pivots, nose irons, etc., amounted to \$149.25, an average of about 40 cents

per scale, at the present price of grain, to not have your scales gone over and know that they are weighing correctly.

One meeting of the Scale Committee was held during the year, at Peoria, February 5, and at this meeting the fee for testing the scales of non-members was raised to \$5 per scale, the rate of \$4 for the first scale and \$3 for additional scales remaining the same for members. The charge for repair work was raised for non-members also, from 75 cents to \$1.50 an hour. The secretary was authorized at this meeting to purchase additional test weights, which has been done.

## REPORT OF THE MEMBERSHIP COMMITTEE

A brief report of the Membership Committee was given by its chairman, B. L. Christy, of Viola.



He stated the progress that had been made in membership during the year with 53 new members and, after deducting the resignations on account of members disposing of their businesses, a net gain of 25 with a total membership of 601. He said that no matter how efficient a membership committee might be it was impos-

sible for a small body of men to do all of the required work of getting new members for the Association. There are many elevators in the state that have not even been approached for membership and it was the duty of every member of the Association to make himself a committee of one and cover thoroughly the territory in his immediate vicinity. Only by the generous co-operation of the entire membership could the whole effectiveness of a membership campaign be realized.

## REPORT OF CROP REPORTING COMMITTEE

H. I. Baldwin, chairman of the Crop Reporting Committee, stated that he had no report to offer

and recommended that the Crop Reporting Committee be discontinued. The state and Federal agencies which, after June 1, will be united, make a monthly survey of crop conditions in the state which are far more authoritative than any statistics the Association could gather and as there was apt to be a difference in the two reports it made for confusion and misunderstanding in the trade. For that reason he felt that it was inadvisable for the Association to try to handle this department.

K. M. Bickel of the Integrity Mutual Casualty Company of Chicago made an address on the "Physical Reconstruction Following Industrial Accidents" in which he outlined the provisions his company had made in caring for accident cases and through surgical and other means fitting seri-

cusly injured men for further participation in the work of life. A corps of competent surgeons and instructors is kept by the company in Chicago together with operating rooms and laboratories and their success in reconstruction work has been

## WEDNESDAY MORNING SESSION

President P. E. Goodrich of the National Association had prepared a paper on "Organization," but realizing that the dealers were far more interested in the live subject of Government control of wheat than in an academic address on the subject assigned he disregarded his paper and launched at once into a denunciation of Government control of utilities and particularly of Secretary Burleson's handling of the telegraph and telephone system. He said that Mr. Hines was a strong man and it was fortunate that he was or the railroads would be in the same chaotic system that the telegraph and telephone systems were. He spoke of the meeting to be held in St. Louis on the following day to discuss the cost of handling wheat at country stations. The survey which had been made showed that the cost varied from 7 to 11 cents.

Few elevators in the country before last year had any idea what it cost. He confessed that his company, operating 13 country houses, did not know and only by the careful accounting systems put in during the year had they been able to find out. He stated that the Grain Corporation had overlooked the rights of the country shipper in 1918 and hoped that they would be given a fairer field during the present crop year. He took occasion to invite all delegates present to attend the meeting of the National Association at St. Louis in October.



## THE WILLIAMS BROS. CASE

President McCune introduced Mr. Smith of Chicago, the attorney for Williams Bros. of Colmar, in their suit against the Food Administration. Mr. Smith started by saying that he was waiting for the opportunity of denying publicly many of the mistaken reports which have been circulated in regard to the Williams Bros. case. The Chicago Tribune stated that the Williams Bros. had no case. This is not true. "The suit," Mr. Smith declared, "was dismissed on my motion before his Honor, George B. Carpenter, Federal Circuit Judge at Chicago." Before going further Mr. Smith stated that he did not want any dealer to interpret his remarks as advise to them to follow the course which was taken in the Williams Bros. case, as the conditions in their own case might be different.

The case as presented to him had no precedent in law but had to be decided by application of the general law. Briefly he stated the case. The Williams Bros. had purchased grain in the fields at a



VICE-PRESIDENT E. E. SCHULTZ

per scale. This does not include lumber, material to repair foundation, or steel that could be secured from a local blacksmith, and includes only the steel that was hard to get and was necessary for the inspector to carry.

The war over and Mr. Sowa back at work, and the secretary's office located in the scale men's town, we will be in much better shape to handle the scale business the coming year, so send in your requests for scale inspection early, and have your scales gone over at least once a year. At an average cost of \$6.92 to test and put your scale in good shape, you cannot af-



PHOTOGRAPHED IN FRONT OF THE CONVENTION HEADQUARTERS



stipulated price before a harvest. The spread between purchase and sales price was more than 8 cents and the Williams Bros. was ordered to return to the farmers the difference, over \$1,000.

The orders limiting the spread between purchase and sales price at country elevators were not issued until October 8 and November 4 after the transaction in question had been completed. This in effect made the order *ex post facto*, which is prohibited by the Federal constitution. "If Congress has the right to pass *ex post facto* laws, I leave it to you to decide what would become of relations between business men." The point rested on whether an employe of the Food Administration had the right to issue the orders of October 8 and November 4. He held that a grain dealer had the right to know what his profit was to be so that he would not have to do business at a loss.

After being engaged on the case, Mr. Smith said that he took the matter up with the representative of the Food Administration at Chicago who advised him that there was no remedy and that the order to return to farmers the alleged overcharge must be carried out. On February 28 he had a hearing with the Enforcement Bureau of the Food Administration and offered to make a fair and equitable adjustment. This offer was made for two reasons. He didn't want to make his clients appear to be obstructing the Government nor did he want to add to the expense of litigation. His offer was refused. The Enforcement Bureau stated that they would make a decision, and after the lapse of some time decided that he would have to carry out the restitution order. Upon his refusing to do this he was summoned to Washington to show cause why the license of the Williams Bros. should not be revoked. Instead of going to Washington he applied to the Federal Court at Chicago for an injunction and Judge Landis ordered a temporary injunction and also ordered the Food Administration to show cause why injunction should not be made permanent.

The Food Administration went over the books of the Williams Bros. but made no attempt to prove that they took excess profits. This matter of profits is a question of fact which has no bearing on a preemptory order that over 8 cents handling charge was excessive. In a further conference with Food Administration officials the Food Administration

Quinn started the discussion by asking why it was that in Ohio and Indiana the relation between the Grain Corporation and the shippers was harmonious, while in Illinois there was continual trouble. This was answered by Mr. Horner who stated that



ILLINOIS EXTREMES MEET

the zone men controlling Illinois territory did not agree on the rules of the Administration. For instance, Mr. Flesh of St. Louis held that settlement with the farmer should be made on the basis by which grain was bought from the farmer, while Mr. Jackson, of Chicago, held that the settlement should be made on the basis of the terminal grade

Goodrich stated that he felt that it was impossible to fix any arbitrary figures that would be suitable for all houses.

Mr. McKenzie stated that one of the greatest troubles was that orders were issued late in the season. He said that it was only fair that we ask that whatever orders are issued should be before the wheat is marketed.

After considerable more discussion it was generally agreed that the annual turnover should be made the basis rather than any specific margin on individual transactions. Mr. Radford of Chicago called attention to the fact that there was no co-ordination between the issuance of permits and the furnishing of cars; that often by the time a car would arrive at a station the permit had expired and advised that this matter be brought to the attention of the proper authorities. The question was raised as to how wheat could be carried in the corn belt when neither farmers nor elevators were equipped to store the grain. Mr. Horner explained that if a carrying charge were allowed, the farmers and country elevators which were equipped to do so would carry the wheat, leaving the market open for those shippers who were not so equipped and were obliged to dispose of the wheat at once.

Another shipper pointed out that he had heard the theory expressed that there was going to be difficulty in financing the wheat movement and that this in itself would slow up the rapid shipments at harvest time.

At the end of the discussion H. A. Rumsey took the floor, and after a very flowery speech in which he lauded the high character of the retiring president, presented Mr. McCune with a pearl and diamond scarf pin. Mr. McCune thanked Mr. Rumsey and the Association for the gift and the sentiments which had been expressed, stating that although he knew the latter were not at all deserved he hoped that the members of the press present had not lost a word of it, so that when the time came the minister who preached his funeral address would know what kind of a man he was.

## RESOLUTIONS

B. S. Williams, chairman of the Resolutions Committee, reported the following resolutions which were adopted:

### On Government Entering Private Business

Resolved: That we endorse the following resolution, recently passed by the Chamber of Commerce of the United States:

That the very essence of civilization is that there be placed upon the individual only that degree of restraint which shall prevent his encroachment upon the rights of others, thus releasing to the utmost individual initiative in every proper direction. Our form of government most effectively expresses and maintains this principle. Within our basic law exists ample provision for such changes as may from time to time be necessary to safeguard our people. It is therefore essential that our Government should scrupulously refrain from entering any of the fields of transportation, communication, industry and commerce, or any phase of business when it can be successfully undertaken and conducted by private enterprise. Any tendency of Government to enter such fields should be carefully weighed in the light of its possible effect upon the very genius of our institutions.



### Returning Railroads to Private Ownership

Resolved: That it is our judgment that it would be to the best interest of producers and shippers of grain that the Government return the railroads, telegraph and telephone companies to private ownership as soon as possible.

### Margin of Profit for Handling Wheat

Be It Resolved: That the margin of profit at country elevators for handling wheat be not less than that for coarse grains in 1918, namely, three per cent profit on not more than \$300,000 turnover, and two per cent on all in excess of \$300,000; and we protest against any profit per bushel being fixed on any individual transaction.

### Endorsing Work of National Association

Resolved: That we endorse the effective work of the National Association on behalf of the trade, and that



ST. LOUIS EXCHANGE SECRETARY EUGENE SMITH PRESENTS SOME OF HIS FINEST

representative admitted that they could not be compelled to make the refund but that the license could be revoked.

Section 17 of the Grain Control Act, which provides a penalty for anyone who should obstruct the workings of the Act, was held up before him and on the other hand appeared the necessity of handling the wheat at a margin of 8 cents which would not allow a profit so Mr. Smith advised his client to ask that his license be revoked.

## ROUND TABLE DISCUSSION

The Round Table Discussion on the handling of the 1919 wheat crop was presided over by F. G. Horner in the absence of Lee G. Metcalf. Chas.

regardless of what the shipper's margin had been.

W. K. Mitchell, of Chicago, who had heard the address of Mr. Barnes at Chicago the day before, was asked to give his impression of the address. He stated that Mr. Barnes, since his visit to the various terminal markets, seemed to have changed his attitude. He now says that he requires the assistance of all the exchanges and grain dealers in carrying out his work.

Secretary Culbertson discussed the manner in which questions were handled in Indiana through Carl Sims, the advisor of Dr. Barnard. And he showed how great a variation there was in handling costs in various parts of the grain belt. Mr.



May 15, 1919

we further pledge our fullest cooperation in all its efforts for the benefit of the grain trade, and particularly the equitable adjustment of Railroad Orders No. 57A, No. 15 and No. 6.

#### Appreciation of Entertainment

Resolved: That we hereby tender our thanks and appreciation to the Grain Dealers of Peoria for the courtesies and entertainment furnished to the members of the Association and their ladies during the 26th annual meeting of the Illinois Grain Dealers Association.

#### Railroad Rentals and Leases

Whereas, The various transportation companies of Illinois are charging and attempting to charge excessive rentals for elevator sites, are inserting inequitable clauses in leases, and also are assessing costs of maintenance of sidetracks, therefore

Be It Resolved: That the officers of the Association co-operate with the officers of the Grain Dealers National Association and urge them to take such action as will protect the interest of the trade.

#### Thanks to Our Officers

Resolved: That we tender our appreciation and thanks to the officers and committees of this Asso-

#### CONVENTION GLEANINGS

Harwood & Young Company of Peoria furnished market quotations in a room off the convention hall. This convenience was greatly appreciated by the grain dealers present.

The many friends of C. F. Beardsley of the Picker & Beardsley Commission Company, St. Louis, Mo., were glad to see him so greatly improved from the automobile accident of some time ago.

Bert A. Boyd, of Indianapolis, among his usual legardemains stunts had a new one in which he was obliged to borrow a quarter dollar. The new stunt was not given.

"Eddie" Sheppard, of Indianapolis, gave out a thimble as a souvenir, for use in measuring liquids after July 1, as a plan of conservation. It was not brought into service at Peoria. The Indianapolis delegates left early to be home to welcome the Rainbow Division troops from Indiana.

Milton Crowe, of Buffalo, N. Y., presented a watch fob with the compliments of the Urmston Grain Company. A souvenir, the kind that is always gratefully accepted was a chamois skin tobacco pouch given out by Jim Anderson of J. Rosenbaum Grain Company,

Elevator Company; O. B. Hastings, Sam'l Hastings Company; Arthur Thistlewood, Thistlewood & Co.; W. G. Cunningham, Chas. Cunningham & Son; Ira Hastings, Hastings, Stout & Co.

Southern grain merchants who attended the meeting were: E. E. Buxton and Walter M. Browne, of Memphis, Tenn.; E. N. Williams, Liberty Mills; J. A. Daugherty, J. A. Daugherty Company, and S. S. Kerr, of Nashville, Tenn.; H. E. O'Bryan, Owensboro Grain Company, and Jim Rapier, Rapier Grain & Seed Company, of Owensboro, Ky.

From the East there came: G. D. Jones, Eastern Grain Company; Milton Crowe, Urmston Grain Company, Buffalo, N. Y.; J. J. O'Neill and H. E. Botsford, H. C. Carson & Co., Detroit, Mich.; W. W. Cummings, J. F. Zahn & Co.; John W. Luscombe and J. L. Doering, Southworth & Co., Toledo, Ohio; Edw. T. Shell, Jr., Baltimore Grain Company, and J. Carroll Fahey, John T. Fahey & Co., Baltimore, Md.

Seen in the hotel lobby and representing machinery and building interests were: F. J. Temple and E. D. Bargery of Union Iron Works, Decatur; R. J. S. Carter representing Strong-Scott Manufacturing Company, Minneapolis, Minn.; R. W. Burrell with Burrell Engineering & Construction Company of Chicago, Ill.; N. C. Webster, Chicago, Ill.; Chas. E. Meninger with J. M. Preston Company, Lansing, Mich.

Among the visitors at the convention were: Charles Quinn, Grain Dealers National Association, Toledo, Ohio; John E. Bacon, American Grain Trade, Chicago, Ill.; H. A. Foss, Weighing and Custodian Department, Board of Trade, Chicago; Walter E. Felt, Chicago Board of Trade, Weighing Department; K. M. Bickel, Integrity Mutual Casualty Company, Chicago; T. M. Van Horn, Ill. Millers' Mutual Insurance Company, Alton, Ill.; J. J. Fitzgerald, Grain Dealers' Fire Insurance Company, Indianapolis, Ind.; A. H. Mitchell, American Grain Trade, Chicago; A. G. Rudolph, American Grain Trade, Chicago; Edward A. Pratt, The Edw. A. Pratt Audit Company, Peoria; Jarvis H. Blair, Millers' National Insurance Company, Chicago; Richard Pride, American Grain Trade, Chicago; Chas. R. Peterson, Weighing Department, Board of Trade Chicago; C. F. Hawkinson, Weighing Department, Board of Trade, Chicago.

Decatur, Ill.: L. E. Duncan, Bartlett, Frazier Company; R. O. Augur, A. E. Staley Manufacturing Company; F. H. Barkley, F. H. Barkley & Co.; H. J. Kapp, H. I. Baldwin & Co.; C. P. Cline, C. P. Cline & Co.; J. C. Hight, Hight & Cline; H. I. Baldwin, H. I. Baldwin & Co.

Indianapolis, Ind.: Wm. R. Evans, Wm. R. Evans Grain Company; Fred. W. Scholl, Bingham, Hewett, Scholl Company; Carl D. Menzie, Urmston Grain Company; Wm. Goldberg, Sawers Grain Company; Frank A. Witt; Chas. McEwan, F. A. Witt; Will Wilson, Hayward-Rich Grain Company; O. P. Larimore, Belt Elevator & Feed Company; H. V. Cardiff, Lew Hill; Ed. K. Sheppard, Cleveland Grain Company; Lew Hill; Bert A. Boyd and W. J. Mercer, Bert A. Grain Company.

From Pontiac, Ill., there were: E. H. Granneman, E. Lowitz & Co.; S. F. Spalding, Hales & Edwards Company; and from Lincoln, Ill.; J. D. Seibert, E. Lowitz & Co.; W. H. Conley, Bartlett, Frazier Company.

Every train carried Chicago delegates. This body



A FEW PEORIA HOSTS

ciation for their efficient work during the past year, and particularly to President J. H. McCune, who for the past two years has served the Association faithfully and well, and at no little sacrifice to himself.

#### Death of A. M. Applegate

Since the last annual meeting of this Association, one of our highly respected members, Mr. A. M. Applegate of Pearl, Ill., has passed from this life.

Resolved: The members of the Illinois Grain Dealers Association, in convention assembled, express our heartfelt sympathy to the family of the deceased.

#### THE NEW OFFICERS

The Nominating Committee reported the following nominations for officers for the following year, all of whom were unanimously elected: President, F. G. Horner, Lawrenceville; first vice-president, E. E. Schultz, Beardstown; second vice-president, B. L. Christy, Viola; treasurer, Wm. Murray, Champaign; and directors: J. H. McCune, Ipava; Victor Dewein, Warrensburg; B. P. Hill, Freeport; U. J. Sinclair, Ashland; E. M. Wayne, Delavan.

The new president was conducted to the platform and after brief remarks from the retiring president and the new, Victor Dewein, moved that the Association, in token of their sympathy with Lee G. Metcalf and his wife in her serious illness, instruct the secretary to send a message and flowers to Mrs. Metcalf.

The meeting adjourned *sine die*.

#### ENTERTAINMENT

The Peoria Board of Trade entertained the delegates to the convention Tuesday evening at a smoker and supper the former given in the Gold Room of the Jefferson Hotel and the supper in the main dining room. The address of welcome was made by A. W. Harwood, president of the Board of Trade, and a livening address was made by Rowan Ray, who talked on "First One Thing, and Then Another," and the address was just like that. The Rotary Quartette and the McConnell's Orchestra provided the music while an enjoyable cabaret performance filled in the rest of the evening.

The supper was quite elaborate and was very much appreciated by everyone. Music was furnished by a skilled trio, and voluntary offerings by the bunch.

Chicago. It bore the inscription: "Grain and live stock conditions fully covered in the *Rosenbaum Review* each week. Read it and keep posted."

G. M. Davis of the J. H. Teasdale Commission Company, of St. Louis, Mo., wore the first straw hat seen this season. Some hat too, No. 1 Panama, double moisture test and would have sold at a premium in any market.

From Champaign, Ill.: J. P. Sledge; P. M. Faucett, I. H. French & Co.; H. G. Marshall, Manager Cleveland Grain Company.

Springfield was there with E. B. Conover, E. B. Conover Grain Company; G. J. Bronaugh, Bartlett Frazier



CAIRO IS ALWAYS THERE WITH SOME OF ITS BEST MERCHANTS

Company; M. F. Murphy, Murphy Grain Company; Frank Pfeiffer, Murphy Grain Company.

Bloomington delegation consisted of Ralph Hasenwinkle, Hasenwinkle Grain Company; Henry Stansberry, Rogers Grain Company; Wm. R. Bach; R. C. Roberts, Baldwin, Roberts & Co.; A. V. S. Lloyd, Hasenwinkle Grain Company.

Cairo sent some of its best merchants: A. W. Lynch, Magee, Lynch Grain Company; W. S. Powell, Cairo Board of Trade; J. B. Gillespie, Jr., Halliday

of grain merchants included: T. E. Bennett, Mayer, Holbrook & Co.; William Hirshey, J. C. Shaffer & Co.; B. F. Traxler, Nash, Wright Grain Company; W. A. Golden, Updike Grain Company; A. N. Hardwood, Carhart, Code, Harwood Company; H. W. Brush, Requa Bros. Grain Company; E. J. Feehery, E. J. Feehery & Co.; A. C. Hanson, The Albert Dickinson Company; E. J. Rose, Adolph Kemper Company; W. K. Mitchell, Harris, Winthrop Company; Jim Anderson, J. Rosenbaum Grain Company; Wm. Tucker, Lam-



son Bros. & Co.; Burton L. Figeley, Hulburd, Warren & Chandler; G. F. Kersten, Armour Grain Company; Adam Wagner, James E. Bennett & Co.; Fred D. Stevers, Hales & Edwards Company; H. L. Miller, Ware & Leland; R. W. Carder, Hitch & Carder; Fred O. Ray, C. H. Thayer & Co.; L. C. Emerson, P. H. Schiffin & Co.; Herbert J. Mayer, Mayer-Holbrook & Co.; H. R. Sawyer, J. H. Dole & Co.; A. E. Wood, E. W. Bailey & Co.; Gordon Hannah, Pope & Eckhardt Co.; H. H. Newell, Rogers Grain Company; J. DeCourcy, Gernstenberg & Co.; Edward Plagge, Carhart, Code, Harwood Co.; E. B. Timberlake, Bridge & Leonard; Geo. E. Booth, Lamson Bros. & Co.; F. F. Thompson, Jas. E. Bennett & Co.; W. H. Beale, Jr., Gardiner B. Van Ness Company; Frank Cheate, Hulburd, Warren & Chandler; T. E. Moran, E. Lowitz & Co.; J. Nichols, Ware & Leland; John W. Radford, Pope & Eckhardt Company; C. D. Anderson, Hales & Edwards; R. E. Andrews, Philip H. Schiffin Co.; H. A. Rumsey, Rumsey & Co.; Harry G. Smith, Jackson Bros. & Co.; M. L. Vehon, M. L. Vehon & Co.; G. W. Stewart, Board of Trade; Wm. B. Page, Armour Grain Co.; J. V. Shaughnessy, P. H. Schiffin & Co.; W. H. Christie, J. H. Dole & Co.; A. McArty, W. H. Perrine & Co.; J. A. Low, Board of Trade; A. M. Kirby, James E. Bennett & Co.

The St. Louis Merchants' Exchange special carried: John Dower, Merchants' Exchange; Ed. H. Hunter, Hunter Grain Company; C. W. Outhier, Turner Grain Company; H. T. Strawn, Nanson Commission Company; Harry C. Noland, Wm. D. Orthwein Grain Company; Samuel Aderton, Wm. D. Orthwein Grain Company; Robt. F. Scott, Goffe & Carkener Company; C. A. Winter, Goffe & Carkener Company; C. F. Beardsley, Picker & Beardsley Commission Company; C. A. Morton, Morton & Co.; W. L. Burton, J. H. Teasdale Commission Company; G. M. Davis, J. H. Teasdale Commission Company; M. R. Parrott, Parrott-Day Company; A. H. Stokes, Lusk-Stokes Commission Company; W. J. Klosterman, Klosterman-Patton Grain Company; E. F. Daly, E. F. Daly Grain Company; T. C. Taylor, Seele Bros. Grain Company; Eugene Emith, secretary Merchants Exchange; A. J. Rogers, E. Lowitz & Co.; O. N. Schwarz, Turner Grain Company; T. A. Bryant; J. B. Taylor, J. B. Taylor Grain Company; S. A. Whitehead, Nanson Commission Company; D. L. Boyer, J. L. Frederick Commission Company; J. L. Frederick, J. L. Frederick Commission Company; Ed. H. Hasenwinkle, J. L. Frederick Commission Company; A. C. Robinson, Hunter-Robinson Commission Company; Geo. Powell, Powell & O'Rourke; J. O. Ballard, president St. Louis Merchants Exchange; Frank Bubb, Goffe & Carkener Company; Ed. Hasenwinkle, J. L. Frederick Commission Company; J. W. Outhier, Picker & Beardsley Commission Company; C. L. Wright, John Wahl Commission Company; Zeb. Owings, Toberman, Mackey Company; Matt. F. Morse, C. H. Albers Commission Company; W. J. Klosterman, Klosterman-Patton Grain Company; L. D. Gruber, Elmore Schultz Grain Company; G. N. McReynolds, Ballard-Messmore Grain Company; S. P. Steed, Nanson Commission Company; Harry Wilson, Hunter-Robinson Milling Company.

Peoria was a most hospitable host and the following grain merchants signed the register: W. R. Cockle, L. H. Murray, B. E. Miles, F. Mahoney and R. J. Blair, Warren Commission Company; H. A. McCreery, J. A. McCreery and John A. Peters, J. A. McCreery Sons; W. F. Stoltzman, C. H. Feltman Grain Co.; F. L. Wood, C. H. Feltman Grain Company; Geo. L. Bowman, Geo. L. Bowman & Co.; C. E. Arends, J. A. McCreery Sons; L. A. Bowman, Geo. L. Bowman & Co.; Harry A. Bowen, Buckley & Co.; G. J. Stemm and J. L. White, G. C. McFadden Company; Robt. F. Mueller, Mueller Grain Company; J. C. Miles, C. C. Miles, P. B. Miles, S. M. Miles and Victor Candler, P. B. & C. C. Miles; H. H. Ray, Buckley & Co.; Fred Ropp, P. B. & C. C. Miles; Geo. Gebke, Mueller Grain Company; B. E. Wrigley, The Cleveland Grain Company; Wm. S. Miles, P. B. & C. C. Miles; C. F. Daly, Peoria Sand & Gravel Co.; J. Edw. Dalton and E. R. Murphy, S. C. Bartlett Company; G. C. McFadden, G. C. McFadden & Co.; Guy F. Luke, J. C. Luke, L. K. Luke and B. J. Yeck, Luke Grain Company; Gus A. Peterson, B. E. Wrigley and Robert E. Boettger, The Cleveland Grain Company; Oakley Marlott, J. A. Peters, W. M. Dewey and H. H. Dewey, W. W. Dewey & Sons; Louis Mueller and Fred W. Mueller, Mueller Grain Company; John R. Lofgren, secretary Board of Trade; P. D. Carson and Geo. W. Cole, Geo. W. Cole Grain Company; J. W. Bryan, Murphy Grain Company; Arley W. Harwood, Harwood-Young Company; A. C. McKinley, F. C. Haefner, E. L. Woodward, Harry Babcock and John Malone, Conover Grain Company; J. E. Moschel, Rumsey, Moore & Co.; John Benson and F. E. Beard, Murphy Grain Company; W. T. Cornelson, Burlington Elevator Company; G. F. Klein, Rumsey, Moore & Co.; J. R. McCreery, J. A. McCreery & Sons; C. F. Standring, Bureau of Markets; Geo. F. Thode; John Thode; C. E. W. Kauffmann, Rumsey, Moore & Co.; John A. Peters, J. A. McCreery & Sons; A. G. Zaneis, American Milling Company; K. H. Janssen, George Krieger, Henry Miller and A. G. Tyng, of A. G. Tyng; F. L. Barlow, P. B. & C. C. Miles; R. O. Sharon, Sharon Coal Company, N. R. Moore, J. D. Canty, Thos. J. O'Loughlin and R. E. Bell, Rumsey, Moore & Co.; G. T. Rosbottom, Grier Grain &

Commission Company; Wm. Stacy, S. C. Bartlett Company; H. F. Cazey, Geo. L. Bowman & Co.; J. A. Waring, T. A. Grier & Co.; A. Vieser, Geo. W. Cole & Co.; S. C. Grier, Grier Grain & Commission Company; E. W. Sands, E. Lowitz & Co.; R. E. Bell, Rumsey, Moore & Co.; W. M. Marshall, Beach-Wickham Grain Company; J. E. McWilliams, Smith-Hamilton Grain Company; E. H. Young, Harwood, Young & Co.; E. S. McClure, E. S. McClure Company; F. W. Hobbs, Sharon Coal Company; J. W. Gordon, Harwood-Young Company; F. B. Tompkins, Board of Trade; Walter Knoppke, Geo. L. Bowman & Co.; Fran-



TWO SOUTHERN DELEGATES

cis Mueller, T. A. Grier & Co.; Chas. Horn, Mueller Grain Company; C. S. Kanzig, Bureau of Markets; Geo. Stengel, Conover Grain Company; L. L. Gruss, Mueller Grain Company; Geo. Breier, J. A. McCreery & Sons; Clay Johnson, weighmaster Board of Trade.

An interesting government exhibit was shown at the convention. It was in charge of C. A. Russell, grain supervisor, United States Department of Agri-



F. J. TEMPLE AND E. D. BARGER

culture, stationed at 827 Board of Trade, Indianapolis, and included late bulletins and a complete grading outfit as used by the inspection department in terminal markets.

Ladies in attendance were: Mrs. F. L. Rose, New Canton; Miss Ossenbeck, Peoria; Miss Florence East, Cerro Gordo; Mrs. O. N. East, Cerro Gordo; Mrs. C. E. Graves, Weston; Mrs. Jim Rapier, Owensboro, Ky.; Mrs. E. G. Rees, Broadmoor; Mrs. C. E. Fletcher, Royal; Mrs. Daniel Ward, Clinton; Mrs. Loftus H. Ward, Clinton; Mrs. John H. Shehan, Dunlap; Mrs. J. A. Freeman, Decatur; Mrs. C. B. Sauer, Dana; Mrs. H. B. Mayhew, Bradford; Mrs. A. N. Harwood, Chicago; Mrs. Geo. Walker, Gibson City; Mrs. B. F. Quigg, Minier; Mrs. E. W. Davis, Sullivan; Mrs. J.

B. Tabor, Sullivan; Mrs. John Foley, Nichols, Iowa; Phoebe Frances Hirshey, Chicago; Juno Ella Hirshey, Chicago; Miss Rose Koch, Peoria; Mrs. L. Nelson; Peoria; Mrs. I. Kincaid, Peoria; Mary Blaschok, Peoria; Miss Grace Upton, Peoria.

## ILLINOIS DEALERS WHO WERE PRESENT

The Illinois grain dealers who attended the convention, names arranged alphabetically, were:

John Adkins, Adkins, Bros., Prentice; W. H. Armstrong, manager Farmers Grain Company, Beason; A. L. Arthens, Kellogg & Arthens, Cambridge; Scot Atchison, Farmers Elevator Company, Camp Grove; B. T. Axford, Junction Grain Company, Petersburg; J. C. Aydelott, Smith-Hippen Company, Pekin.

E. G. Bader, Bader & Co., Astoria; W. F. Bader, Bader & Co., Vermont; O. C. Baker, Ashton; Willard Barclay, manager, Fiatt Farmers Grain & Service Company, Fiatt; W. H. Barrett, Owaneco; W. R. Barnes, Forest City Grain Company, Forest City; J. F. Beall, Beall Grain Company, Niantic; T. Z. Bell, Bell & Co., Saidora; John V. Beggs, Central Illinois Grain Company, Ashland; F. J. Blackburn, F. J. Blackburn Company, Jacksonville; L. H. Blankenbaker, Rich & Blankenbaker, Sidney; E. W. Block, Block Elevator, Indianapolis; E. W. Bockewitz, Harvel Grain Hay & Supply Co., Harvel; M. H. Boies, Boies & Castle, Gridley; C. M. Bolen, Marsh Farmers Elevator Company, Marsh, Iowa; A. Branyan, Farmers Grain Company, Assumption; G. Brauer, San Jose; Floyd Brotherton, Guthrie Farmers Elevator Company, Guthrie; H. F. Brueggemann, Finley Park; J. F. Butzer, Hillsdale; F. E. Bullock, El Paso Elevator Company, El Paso.

J. S. Cameron & Son, Elliott; I. R. Carter, Astoria Grain Company, Astoria; W. D. Castle, Boies & Castle, Gridley; W. P. Cavanagh, Moore & Cavanagh, Mendota; B. L. Christy, Viola; Chas. S. Clark, Clark Bros., Millersville; Carl Clayberg, Jas. Clayberg & Son, Cuba; C. O. Cochran, Hamilton; Arthur G. Cole, Isaac Cole, Block; B. F. Colehower, Long Point; Onar Collins, Horton & Collins, Garrett; C. C. Connors, H. I. Baldwin & Co., Champaign; J. J. Connery, Taylorville; C. Couch, Geo. Couch & Sons, West Salem; Geo. Coulson, Coulson & Mayor, LaHarpe; F. W. Council, Farmers Elevator Company, Blandinsville; Mrs. F. W. Council, Blandinsville; Mrs. E. C. Crawford, J. Crawford & Sons, Hindsboro; E. C. Crawford, Crawford & Sons, Hindsboro; Earl Crow, E. W. Crow & Co., Blue Mound; W. J. Culbertson, Delavan; C. P. Cummings, M. D. King Milling Company, Pittsfield; H. E. Curtis, Tiskilwa Grain Company, Tiskilwa.

E. W. Davis, Sullivan; Fred M. Davis, Davis Bros. & Potter, Toulon; A. H. Davidson, Ferris; Fred E. Davison, Rock Falls; W. G. Daugherty, Simons, Day & Co., Galesburg; Dewitt DeForest, Hefebower & Peterson, Galva; Victor Dewein, director, Warrensburg; F. C. Dewey, J. C. Dewey & Co., Annawan; Harry M. Dewey, H. W. Dewey & Co., Camp Grove; Jarvis Du Bois, Junction Grain Company, Petersburg; J. B. Duncan, Duncan Grain Company, Palmyra; G. M. Duzenbury, Fairbury.

O. N. East, Milmine; L. E. Edwards, Pierson Grain & Sup. Company, Pierson; J. A. Ellis, Ellis & Wagner, Deer Creek; V. C. Elmore, Ashland; Earl R. Evans, Bunyan & Evans, Hammond.

John Fehring, Hopewell Grain Company, Henry; A. C. Fernandes, Corn Belt Brewing Company, Bloomington; R. S. Fernandes, Murphy Grain Company, Lincoln; Sim Fernandes, Murphy Grain Company, Springfield; W. H. File, File & Gregory, Irving; W. L. Finson, Monticello; C. E. Fletcher, Royal; S. C. Fluegel, J. E. Bennett & Co., Macomb; J. M. Foglesong, C. H. Thayer & Co., Sheldon; John Foley, Nichols, Iowa; W. B. Foresman, W. B. Foresman Company, LaFayette, Ind.; J. A. Freemon, Steven & Freemon, Decatur; O. H. Fullenwider, Mechanicsburg.

W. E. Gabel, Elvaston; A. C. Garrett, Disco; S. P. C. Garst, W. A. Webb & Co., LeRoy; Chas. E. Gilman, Sharp Elevator Company, Thomasboro; P. E. Goodrich, Winchester, Ind.; A. B. Godwin, Bryant Elevator Company, Bryant; H. H. Gorman, Suffern Hunt Mills, Decatur; Wm. Gorman, Stark; A. H. Graham, A. H. Graham Grain Company, Alexis; C. E. Graves, C. E. Graves & Co., Weston; J. B. Green, Speer; Frank Groff, Central Illinois Grain Company, Ashland.

Thomas J. Hair, R. F. Cummings Grain Company, Clifton; C. W. Hamifm, El Paso; E. E. Hamman, Decatur; T. E. Hamman, Milmine; A. R. Harbaugh, Smith-Hippen Company, Pekin; A. L. Hardin, Wyeth & Hardin, Charleston; G. P. Harris, Auburn Roller Milling Company, Auburn; E. T. Harrison Waverly; J. A. Harrison, Harrison-Ward & Co., Clinton; T. C. Herron, Bryce Farmers Grain Company, Milford; John H. Hildebrands, Emden; H. A. Hillmer, The H. A. Hillmer Company, Freeport; J. K. Hoagland, Clarksburg; E. B. Holmes, Inland Grain Company, Galesburg; J. T. Holmes, Bader & Co., Lewistown; R. A. Hoover, T. F. Grady, Downs; F. G. Homer, vice-president, Homer Mill & Elevator Company, Lawrenceville; L. C. Honefenger, Honefenger Grain Company, Owaneco; H. S. Houghton, Junction Grain Company, Petersburg; Frank N. Howard, Crabbs Reynolds Taylor Company, Crawfordsville, Ind.; H. E. Hutton, H. E. Hutton Grain Company, Magnolia; N.



W. Hummel, Hummel Flour Company, London Mills; M. B. Hyde, Shontz Davis Company, Smithshire.

Frank Ives, G. Ives & Sons, New Boston; W. I. Jackson, Farmington Lumber & Grain Company; Farmington; Theo. G. Jacobs, Consumers Grain Company, Peoria; Clarence N. Johnson, W. T. Bradbury Company, Bellflower; Harry W. Johnston, Levi Johnston & Son, Danvers; M. C. Johnston, Vermont Mills Company, Vermont; V. I. Johnston, Sidney Grain Company, Sidney; Frank Jones, Frank Jones Grain Company, Ridgefarm; J. K. Jones, J. M. Jones Company, Dewey; Roy H. Jones, Roy H. Jones & Co., Monticello; L. J. Kaiser, Maroa; J. M. Kautz, Kautz & Maus, Latham; E. Keller, Strawn Elevator Company, Strawn; V. E. Kepple, Bardolph; H. R. Kinson, Davis Bros. & Kinson, Williamsfield; Miles A. Leach, Cornland Grain Company, Cornland; O. W. Livergood, Willey Grain Company, Willey; W. S. Long, Bader & Co., Rushville; Geo. L. Long, Bushnell; C. G. Lough, Atwood Grain & Supply Company, Atwood.

L. E. McAtee, L. E. McAtee & Co., Rantoul; R. A. McClelland, Boston & McClelland, Dwight; J. H. McCune, Ipava; E. S. McDonough, Jas. E. Bennett & Co., Jacksonville; H. A. McElvain, manager, P. S. Bronnough, Auburn; S. B. McFadden, McFadden & Co., Havana; W. C. McGuire, Maroa; A. E. McKenzie, McKenzie Grain Company, Moweaqua; W. H. McKeown, Pike Milling Company, Griggsville; J. C. Maddin, Varna; O. W. Madden, E. L. Wheeler & Co., Onarga; G. W. Major, West Point; Geo. S. Mallett, Bradford; Samuel Mangas, Elkhart; J. A. Manussier, Basco; Vern L. Marks, W. H. Marks, Culton; W. H. Maro, Sr., Troy Grove; F. C. Martens, Bloomington; Fred Mauer, Hahn & Mauer, Lincoln; H. F. Maus, Kautz & Maus, Latham; M. L. Merritt, Alton Grain Company, Dwight; W. B. Mills, McNabb; Geo. Moschel, Moschel & Robbins, Washburn; O. J. Moss, Munson & Moss, Kemp; W. E. Munson, Central Illinois Grain Company, New Berlin; S. Munson, Munson & Moor, Ar-

Scholer, C. F. Sholer & Co., Bloomington; Emil Schram, Jr., Community Elevator, Hillview; S. E. Sharp, Sharp & Sharp, Warsaw; John H. Shehan, Jackson & Shehan, Dunlap; A. H. Shelby, J. S. Coon, Block P. O., Sidney; Chas. Shelby, Paxton; F. G. Shearburn, Lowder; C. J. Sinclair, Central Illinois Grain Company, Ashland; J. E. Smiddy, LaCrosse; Chester Smith, Smith & Son, Monmouth; J. A. Simpson, Jr., Woodford Elevator Company, Minonk; L. F. Sowers, Montelius Grain Company, Piper City; C. E. Sperry, New Philadelphia; M. M. Spengler, Bolivia Farmers Grain Company, Bolivia; J. F. Sprague, Bement; C. A. Stout, C. A. Stout & Co., Cerro Gordo; J. B. Stone, J. S. Ashbrook Company, Mattoon; L. E. Steffee, W. H. Small & Co., Evansville, Ind.; G. T. Stevenson, Davis Bros. & Stevenson, La Rose; H. A. Stotler, Taggart & Stotler, Wenona; W. J. Sullivan, New Holland; N. H. Swanson, Swanson & Anderson, Lynn Center.

J. B. Tabor, J. B. Tabor Grain Company, Sullivan; G. C. Tjardes, Emington; L. A. Tripp, Assumption Grain Company, Assumption.

Jas. F. Umpleby, Pana; O. H. Unland, Smith-Hippen Company, Pekin.

M. I. Virden, Jas. F. Umpleby, Pana.

J. R. Wagner, Metamora; J. F. Wallace, Wallace & Grotevant, Forrest; Geo. W. Walker, Geo. W. Walker & Co., Gibson City; Daniel Ward, Harrison, Ward & Co., Clinton; Loftus H. Ward, Harrison, Ward & Co., Clinton; Frank Ware, Ware Bros., Butler; E. M. Wayne, Wayne Bros., Delavan; E. Weathers, Newnan Grain Company, Newnan; W. A. Webb, W. A. Webb & Co., Le Roy; W. A. Werner, Sawers Grain Company, Fairbury; George E. West, West Bros. Grain Company, Thawville; W. E. West, Yates City; J. E. Whealon, Farmers Grain Company, Farmersville; C. W. Wheatly, Humboldt; Wm. Wheeler, Crescent City; J. B. White, Hitch & White, West Ridge; John Wie-

## YELLOW OATS CLASSED AS WHITE UNDER NEW GRADING RULES

One of the features of the new Federal oat grades, which will become effective on June 16, 1919, is that yellow oats are classed as white oats, and can take any numerical grade subject only to general appearance or the color requirements for each grade. This will permit yellow oats of good creamy white appearance to grade as high as No. 1, the United States Department of Agriculture states. The old standards in many cases prohibited yellow oats from grading higher than No. 3.

Another feature of the grading rules is that a statement of the test weight per bushel is required on all inspection certificates. Because the minimum weight per bushel for No. 1 oats is 32 pounds for the national standards, which is six to eight pounds lighter than much of the oats crop produced in the Pacific Northwest and in certain other Intermountain and Central Western areas, grain dealers and buyers in those parts of the country will probably place their bids on the basis of higher test weights than are provided in the Federal grades, as, for example, "bid today for No. 1 white oats, 36 pounds or better," or, "No. 1 white 38 pounds or better," etc.

The Department of Agriculture calls the attention of farmers and grain dealers to this provision in the grades, since the assignment of the numerical grade of No. 1 or No. 2 does not always properly identify the condition of the grain with respect to weight, without a statement of the test weight per bushel.

The condition and general appearance is one of the important grading factors in the new standards. Oats to grade No. 1 must be of good color (in the case of No. 1 white oats, they must be good white or creamy white color). No. 2 oats may be slightly stained, while No. 3 may be stained or slightly weathered, and No. 4 may be weathered or badly stained. It has been found impossible to describe more exactly the degree of stain to be allowed in each grade, but to establish uniformity among the grain inspectors, the Board of Review of the Bureau of Markets, located at Chicago, will issue type trays to Federal grain supervisors and inspectors licensed by the Department of Agriculture. These official type trays will show the lowest limits of discoloration allowed in the Nos. 1, 2, and 3 grades.

While the lines of distinction as to discoloration were formerly rather distinctly drawn by each local inspector or market, no type trays were used as a definite interpretation of the local grades, and in many cases these local grades were interpreted differently. However, in order that the general scheme for the grading of white oats, with respect to general appearance, may be more easily understood by persons not having access to the official type trays the following is suggested:

Oats which were good enough for No. 1 white and the better quality of No. 2 under old grades, with respect to general appearance (discoloration), will grade No. 1 white oats under Federal standards. The lower quality No. 2 white oats and practically all standard white under old grades will, in so far as general appearance (discoloration) is concerned, grade No. 2 white oats under Federal standards. Poor quality standard whites and No. 3 under former grading rules will grade No. 3 white oats under Federal standards where general appearance (discoloration) is the grading factor. The No. 4 grade remains practically the same with respect to the factor general appearance.

Any interested person who desires information relating to the requirements for general appearance of the new oats grades may see the official type trays by visiting an office of Federal grain supervision or any inspector licensed by the Department of Agriculture to grade oats. These offices are located in all large markets. A person mailing a sample of oats approximating two quarts in size in a clean cloth sack to any grain inspector in the United States licensed to inspect oats will receive an inspection certificate showing the grade of the sample according to the Federal grades. A small fee is charged by the inspector for this service.



THE MEN WHO TALKED TOLEDO

cola; Annie L. Murray, Champaign; O. S. Murray, Wm. Murray, Symerton; Wm. Murray, Champaign; Larkin G. Nall, Hartsburg Grain Company, Hartsburg; F. L. Neal, Ballman Grain & Coal Company, Manlius; S. S. Neiman, Warrensburg; W. B. Nelson, Farmers Elevator Company, Oneida; W. G. Nelson, Gardiner B. Van Ness Company, El Paso; H. W. Newland, Tennessee.

Patrick O'Brien, Farmers Elevator Company, Camp Grove; T. L. Oliver, Camp Point.

Chas. Parry, Parry Grain Company, Chenoa; Louis Paulus, manager, Burton View Grain, Coal & Lumber Company, Burton View; D. A. Patton, Frederick Grain Company, Clarence; E. J. Pearson, Roberts & Pearson, Maquon; Geo. Pierce, Hopewell Grain Company, Henry; J. I. Pool, Perry Springs Grain Company, Chambersburg; C. J. Porter, Porter Bros., DeLand; A. T. Porterfield, Porterfield & Sons, Hindsboro; J. W. Probasco, Bloomington.

B. F. Quigg, Quigg Railsback Company, Minier.

R. J. Railsback, B. T. Railsback Sons, Hopedale; Raymond Smith, F. T. Smith & Son, Monmouth; L. W. Railsback, Railsback Bros., Weldon; R. H. Reeder, Horton & Reeder, Ficklin; E. G. Rees, Rees & Powers, Broadmoor; C. T. Rees, Rees & Powers, Broadmoor; Olive Rees, Rees & Powers, Broadmoor; F. I. Remus, Burt & Richmond Grain Company, Armstrong; F. W. Reuter, Hazen & Reuter, Dewey; H. C. Ringle, Wm. Ringle & Co., Cambridge; R. T. Riey, Toluca Elevator Company, Toluca; M. E. Roberts, Roberts & Pearson, Galesburg; Fred Rose, Hardloff & Rose, New Canton; H. B. Rowe, Sr., Kenney Elevator Company, Kenney; H. B. Rowe, Jr., Kenney Elevator Company, Kenney; Jesse L. Rudd, Rudd & Singleton, Forrest; C. A. Russell, Bureau Markets, Indianapolis, Ind.

C. B. Sauer, Sauer Bros., Dana; C. Chase Savage, Virginia; E. E. Schultz, Schultz-Baujan Company, Beardstown; A. P. Schautz, Lexington; C. H. Schaad, Farmers Grain & Supply Company, Warsaw; C. F.

mer, San Jose; B. S. Williams, Sheffield; F. Cy. Williams, Farmers Elevator Company, Scotto; Perry L. Williams and W. C. Williams, P. L. & W. C. Williams, Colmar; Jno. Woodin, Leroy; R. F. Wrenn, Roanoke; J. H. Wrigley, Wrigley & Walters, Toulon; Wm. Wykle, Mahomet.

F. W. Zelle, Lake Fork; F. L. Zihn, Lostant; Chas. P. Zimmer, Ernst & Zimmer, Witt.

## SUPPLIES IN SIBERIA

The ministry of supplies has received reports indicating a dearth of grain in sections of the Steppe Region, and in certain parts it will be necessary to supply seed for the spring sowing. In western Siberia, there are on hand 7,117,200 short tons of grain; allowing for local demands for food and seed, it was estimated there would be a surplus of 2,100,600 short tons, mostly wheat and oats.

There is now a dearth of vegetable seeds, formerly imported from the Netherlands and Denmark, and Japanese seed houses have been receiving considerable orders. There would seem to be an opportunity for American seed houses to establish a permanent business here.

Siberia has very small supplies of cattle, sheep and livestock, compared with the extent of territory. Half a million head of cattle and 12,000 head of sheep would probably cover the entire livestock.

QUANTITIES of grain are being released from the interior elevators of Canada and are moving eastward. The Government had been holding 500 cars of seed grain, but part of this is also moving.



## NEWS LETTERS

NEW YORK  
C. K. TRAFTON - CORRESPONDENT

**A**MONG recent arrivals at the port of New York were the steamers *Waukesha* and *Major Wheeler* from Argentina with cargoes of corn amounting to about 59,000 and 154,000 bushels respectively. According to dependable authorities, the amount of Argentine corn now on passage to this country is about 2,300,000 bushels. This total seems decidedly insignificant after all that has been heard on frequent occasions since last fall regarding the alleged huge purchases of corn in South America for shipment to this country.

In December, for example, it was claimed that the total thus contracted for was at least 4,000,000 bushels. Of course, the striking discrepancy between the quantity alleged to have been bought and the amount actually shipped may be explained to some extent by the inadequate supply of tonnage and the strike among harbor laborers in Argentina, which for a long time made it practically impossible to load the vessels after they had been provided.

Now that labor conditions have improved and tonnage is in more ample supply, it seems reasonable to suppose that larger clearances will be reported, especially as the Government has removed all restrictions as to the price at which corn may be sold for export. Nevertheless, it seems somewhat foolish to make so much fuss about a few million bushels coming from that country. Even if 3,000,000 bushels were brought here it would represent only about one-tenth of one per cent of our annual requirements.

Edward G. Broenniman, a former vice-president of the New York Produce Exchange, and purchasing agent for the Commission for Relief in Belgium from December, 1914, to November, 1918, returned to New York late in April after spending about 10 weeks in France, Belgium, England, and Holland. Mr. Broenniman, who is head of the Broenniman Company, Inc., and well known for many years as a representative of various big Western flour mills, sailed on February 15 to investigate conditions in the countries mentioned with a view to the resumption of business. He stated that numerous connections with American firms had already been formed or were in process of formation, activities to begin as soon as Government restrictions were removed after the signing of the treaty of peace.

Some of these arrangements were merely the re-establishment of pre-war connections, while some of them were entirely new. Anxiety to get this business started under normal conditions was the chief stimulus of the wide-spread agitation among business men generally in Europe for the removal of all official regulation. While the restraints imposed and the hardships and sacrifices resulting have been patiently borne, due to the universal attitude of submitting to anything which would help win the war, the feeling, now that the war is over, is equally insistent that private initiative and enterprise should get a free hand again and without delay. Progress along this line is being made, but much impatience is evident because of the lack of speed—in some directions particularly. Mr. Broenniman stated that in spite of the numerous reports received regarding the shortage of food in Europe, the real seriousness of the situation could not be appreciated unless one was on the spot.

The Nominating Committee of the New York Produce Exchange, named to select the "Regular Ticket" to be voted on at the forthcoming annual election of officers and managers, has announced the following list of candidates: For president, Edward Flash, Jr., of the Edward Flash Company; Vice-President, Walter B. Pollock of the New York Central Railroad; Treasurer, Edward R. Carhart, Battery Park National Bank; for members of the Board of Managers: Lyndon Arnold, W. A. Johns, J. B. Smull, L. W. Forbell, H. R. Howser, and B. H. Wunder.

Among our recent visitors from Chicago were: H. H. Lobdell of Lamson Bros. & Co., Edward H. Bingham of Parker & Graff, George E. Marcy of Armour Grain Company, C. B. Spaulding of the New Century Company, and C. W. Hunter of the Hales & Edwards Company.

Late in April members of the Produce Exchange, and especially in the grain trade, were deeply pained to learn that their old friend and associate Edward A. Weed, one of the floor representatives of the Nye-Jenks

Grain Company, had met with an exceedingly serious accident, having been badly hurt in an automobile collision in which one of the chauffeurs was killed. Much anxiety was expressed at first as it was feared that Mr. Weed had a fractured skull, but afterwards his friends were glad to hear that no fracture had occurred, and he was on the road to recovery.

James Norris, head of the Norris Grain Company of Chicago, who recently resigned his associate membership in the New York Produce Exchange, has been elected to regular membership. Other elections to membership announced by the Board of Managers were: Archibald R. Dennis, A. R. Dennis & Co., grain merchants, Baltimore; Harry J. Crofton, Lewis, Procter & Co., Inc., grain merchants; George Simpson, Simpson, Hendee & Co., feed and grain merchants. The following applications for membership have been posted: John V. D. Lambrecht, C. W. Andrus & Son, commission; Charles A. Connor, MacWatty & Flahive, grain exporters.

Lieutenant Thomas A. Blake and Private Joseph A. Blake, sons of Thomas M. Blake, well-known grain and hay distributor of this city, were back at their posts on the Produce Exchange late in April and were warmly welcomed by their many friends. They had been in France practically ever since we entered the war and passed through many exciting and severe trials, but both got home practically as sound as ever, although Lieutenant Blake had received a slight wound.

TOLEDO  
H. F. WENDT - CORRESPONDENT

**T**HE Toledo Produce Exchange Traffic Association was organized at a dinner in the Commerce Club, Monday, April 28, 1919. The following officers were elected: President, George D. Woodman; vice-president, Fred Wilkinson; secretary and treasurer, Carl E. Bryant.

The advantages of concerted effort and co-operation of all traffic men for the betterment of transportation conditions were presented in talks by Fred Mayer, president of the Toledo Produce Exchange, F. J. Wilkinson, H. R. DeVore, W. H. Meyers, L. G. Macomber and K. D. Kellholtz. The Committee on Rules and Regulations was appointed as follows: F. J. Wilkinson, chairman, P. M. Barnes, W. H. Meyers. There were 32 individuals, representing 18 grain, seed and milling firms, members of the Toledo Produce Exchange, in attendance.

"Argentine wants cash for grain," says C. A. King & Co. "They don't like the idea of selling to foreigners on time. Argentine Senate has refused to sell to Britain, France and Italy on credit."

A report from Norwalk says: Although wet weather has delayed the seeding of oats from one to three weeks in this district, farmers say that, if the crop goes into the ground within a week or even 10 days, good yields may be expected.

The continuous wet spring is threatening ruin to the entire grain output and a loss to farmers of millions of dollars, says a report coming from Defiance, a town located 50 miles from Toledo. In Defiance County during April hardly a day passed without rain. As a result there is danger of wheat being drowned out.

"The price of wheat next summer and fall will naturally have something to do with the price of corn and other grains," says J. F. Zahm & Co. "We find a great many people expect the Government will be obliged to sell the new wheat crop at considerably lower than present prices, but these people may be all wrong. Everything depends upon the size of the carry-over from the 1918 crop, demand from home mills, and from foreign countries."

Frank I. King, of C. A. King & Co., is in the East, visiting Baltimore and New York.

"New wheat will not be available for several months. There is a shortage of old wheat," says Southworth's review. "Our Mr. Southworth reports millers attending the Ohio Millers Convention at Columbus willing to pay almost any price for wheat and not able to get it."

As the Government is likely to buy wheat this year entirely on grade, 15 public conferences will be conducted in the next few weeks to explain to farmers, elevator men, millers, and others the methods of grading

wheat so that the crop may be marketed in a satisfactory manner. The meetings are being arranged by the county farm bureaus in co-operation with the College of Agriculture and grain buying organizations. The dates of the conference and the points where they will be held are: Columbus, May 29; Cincinnati and Dayton, June 2; Greenfield and Lima, June 3; Athens and Defiance, June 4; Zanesville and Toledo, June 5; Urbana and Fostoria, June 6; Greenville and Marion, June 7; Medina, June 13; and Warren, June 14.

Local farmers and grain dealers will take charge of the program. Representatives will also be present from the Department of Farm Crops of the Ohio State University and the state and federal market bureaus. At 1:15 p. m. at each of these conferences demonstrations in the grading of wheat will be given including: (1) moisture testing, (2) sampling and determining dockage, (3) testing for weight per bushel, (4) determining foreign matter, (5) heat and other damage, (6) classes of wheat, and (7) demonstration of grading oats.

Members of the Toledo Produce Exchange were in conference recently with a national committee of grain men and transportation experts. The meeting was held in the office of C. L. Cannon, Federal Grain Supervisor. The Government committee included R. T. Miles, of the Bureau of Markets; W. J. Manley, representing the U. S. Railroad Administration, and representatives of four of the principal grain and milling organizations of the country, Elmer Hutchinson, of the National Grain Dealers Association; W. J. Kiergarth, of the Council of Grain Exchanges; J. W. Shorthill, of the Farmers Cooperative Association, and R. S. Hurd, of the Millers National Federation.

This committee is making a tour of the principal grain terminals east of the Rockies, gathering data on conditions and facilities, listening to suggestions, criticism and advice, and compiling information to be given the Bureau of Markets for the purpose of establishing more uniform standards of grain inspection. G. L. Rudd, F. O. Paddock, Harry DeVore, E. H. Culver, K. D. Kellholtz, J. Wickenheiser, Jesse Young and John Husted composed the committee representing the Toledo Produce Exchange at the conference.

"Toledo dealers in barley, advocates of this cereal as a feeding substitute, discussed the experiments recently conducted by experimental stations in Wisconsin and Illinois," says Carl E. Bryant, assistant secretary of the Toledo Produce Exchange. "Many arguments in favor of barley have come to light in the last few months. George D. Woodman, of the Rice Grain Company, has the results of a recent test in Illinois showing that 455 pounds of ground barley were equal to 537 pounds of corn in producing 100 pounds of live weight."

"Wisconsin is the leading barley growing state, and the fact that the demand in the past has been mostly from malting interests has caused many farmers to lose sight of its high value for stock feeding. With the prevailing levels for corn, feeders in this section are turning their attention more and more to barley, and this grain is gradually being recognized at its true value."

"History sometimes forgets to repeat," says C. A. King & Co. "Conditions change. At the beginning of 1866, a year after the close of the Civil War, commodity prices started to decline slowly. They did not reach the pre-war level until 1878, 13 years after the war ended. The principal cause of the return to pre-war levels was the abundant opportunity for the development of new methods of production in machinery and new business organizations. Those opportunities do not exist today in nearly so large a degree. The world may be a good many years getting back to the position of full stocks of food, raw materials and manufactured products. Labor is scarce and will be able to dictate for some time. The high cost of labor enters into the price of everything."

KANSAS CITY  
B. S. BROWN - CORRESPONDENT

**T**HERE was an unusual change in the Kansas City grain market during the close of April and the early days in May. Prices fluctuated in nearly all the small grains. The statement of the fact that Canada was to have a small importation of wheat and that Germany was to be supplied with wheat from Argentina created an excitement on the Board. Prices on corn dropped quickly, although there had been a rising market during the past week. The price of hogs, which has been steadily rising, has had its effect upon the market. With the price of hogs going up, the corn prices were strengthened for a time, but they fell during the last few days.

The Kansas City Board of Trade is taking an active interest in the work being done here for the promotion of good roads. Leading members of the Board are also members of the Chamber of Commerce committee for



the organization of a Good Roads Commission which shall have in its charge the promotion of better roads for a radius of 50 miles around Kansas City, with facilities for truck owners and drivers to secure a return load from different points within those 50 miles when they have a load of grain to bring into Kansas City or a load of merchandise to take out to a suburban point. They are fully alive to the interests of Kansas City as a center and are determined to give the farmers every facility for cheap transportation of their grain to the city.

Charles S. Lee, pioneer grain merchant of Kansas City, died at his home in April. He was a native of Ohio and came to Kansas City in 1889, since which time he has been in the grain business.

A big break in the corn market in Kansas City followed the statement by Julius H. Barnes, at Minneapolis, that the Grain Corporation had arranged for a moderate importation of wheat from Canada. There were reports, also, that Germany had arranged to import large quantities of wheat from Argentina. Both had their effect upon the market, which broke from 5 to 10 cents.

Emil Lieber, who has been conducting a successful brokerage business in the Glover building, has removed to a more commodious location in the New England building.

The wheat outlook in the Southwest continues excellent. There is no complaint except in scattered sections, where the growth is too rank for the best yield. Moisture is abundant and winter killing is negligible. Kansas City grain men expect a record crop this season, both in the amount and the value of wheat.

The Board of Trade officially endorsed the work of D. F. Plazzek, zone agent at Kansas City and vice-president of the Food and Grain Corporation; and of Frank Crowell, first vice-president. Both are \$1 a year men. Plazzek has since then agreed to hold his job for another year, although he has frequently said that he wished to resign.

Corn planting in Kansas has been delayed from one to two weeks by the heavy rains the latter part of April and first of May. The soil is in excellent condition and work is expected to proceed rapidly. There is a small reduction in acreage due to the large wheat acreage.

As a new high record of membership sale, it is noted that Eugene Cox, grain dealer at Mena, Ark., and former member of the Board of Trade, bought the membership of A. L. Hanoun for \$14,500. This included the transfer fee of \$500. This seat was previously sold for \$12,500. Cox will enter the grain business in Kansas City.

The following officers of the Kansas City Grain Club have been re-elected for the coming year: F. C. House, president; J. N. Russell, vice-president; H. C. Gamage, secretary and treasurer. Directors, Paul Uhlmann, F. D. Bruce, D. C. Bishop, H. P. Ismert and Stephen Miller.

J. S. Hart, new chief inspector of the Kansas State Grain Inspection Department, has taken charge of the office, succeeding Geo. B. Ross. Most of the working force is retained.

W. Egbert Schenck, of Tokio, Japan, son-in-law of E. O. Moffatt, of Moffatt Grain Company, visited the Kansas City Board of Trade recently.

G. A. Moore, president of the Kansas City Board of Trade, has issued a statement with regard to the "Revolving Fund" bill which is before the state legislature. He says:

"The Kansas City Board of Trade, the St. Louis Merchants Exchange and the St. Joseph Board of Trade have indorsed this bill as affording the necessary machinery by which more adequate and efficient inspection service can be rendered by the department. The United States Railroad Administration and the Bureau of Markets of the Federal Government have expressed themselves as favoring any legislation which would promote the efficiency of the inspection department of Missouri, and representatives of the Railroad Administration have appeared at Jefferson City before legislative committees urging the enactment into law of this bill.

"The volume of grain handled in the markets mentioned will probably be greater the coming year than ever in the past, and in anticipation of this movement the grain trade realizes that facilities must be provided to enable the Missouri Inspection Department to adequately perform its functions.

"Believing that the bill mentioned will provide the means by which the Department can meet the situation, we have urged its passage."

The Transportation Committee of the Board of Trade at a recent open meeting discussed ways and means of securing action through a common channel—

probably the courts—against railroads in case of a number of loss and damage claims. Generally they are cases that the carriers have denied outright. No peaceful settlement is in sight yet.

## BUFFALO

ELMER M. HILL CORRESPONDENT

DUDLEY M. IRWIN, grain commission merchant, 1117 Chamber of Commerce, and one of the foremost men in the local grain market, was elected president of the Buffalo Corn Exchange at the annual meeting held on the 'Change floor in the Chamber of Commerce. The election was comparatively quiet this year and the selection of Mr. Irwin as president was hailed with cheers and applause. The other officers chosen are Abraham B. Black of Charles Kennedy & Co., vice-president; William J. Heinold,



DUDLEY M. IRWIN, PRESIDENT BUFFALO CORN EXCHANGE

manager of John G. Heinold, Inc., treasurer, and Fred E. Pond, secretary. In addition to Messrs. Irwin, Black and Heinold, the other directors are F. A. McLellan, F. F. Henry, E. M. Husted of the Husted Milling Company, H. T. Burns of the Burns Grain Company, H. C. Harrison, secretary-treasurer of the Buffalo Grain Company, and Nesbit Grammar of the Eastern Grain, Mill & Elevator Corporation.

Fire completely destroyed the grain elevator of the Curtiss Grain Corporation on May 9. This was the last of the old wooden grain elevators in the harbor. The loss is estimated at close to \$225,000, partly cov-

ered by insurance. About 60,000 bushels of grain stored in the structure were destroyed. The elevator was built about 40 years ago and had a capacity for 150,000 bushels of grain. The blaze started in the tower of the structure and before the firemen arrived, it had spread to every part of the building. The cause of the fire is not known but is believed to have been started by hot bearings in the cupola.

Appropriation of \$1,000,000 for the construction of a modern grain elevator at the Gowanus Bay Barge Canal Terminal at New York is assured by the provisions of a bill signed by Governor Alfred F. Smith. The measure was introduced in the state legislature at the request of New York state grain interests, who expressed the belief that lack of adequate grain elevator facilities at New York City is crippling the Erie Canal. Owing to the limited elevator space at the eastern terminus of the new barge canal route, canal forwarders found it difficult to carry grain from Buffalo and then hold it in bottom storage until there was an ocean-going steamer ready to receive it. Construction of a grain elevator at New York was urged by the state engineer, but investigation revealed the fact that the state was without power to build such a structure. It was then that a measure was passed by the state legislature and signed by the Governor approving the proposed structure. Bids will soon be asked for by the state engineer for the construction of the elevator at a cost not to exceed \$1,000,000.

Maxwell M. Nowak, vice-president of the Nowak Milling Corporation, and wholesalers of grain and feed, is president of the new Broadway National Bank, organized by East Side merchants and manufacturers, with an authorized capitalization of \$200,000 with a surplus of \$50,000. The bank was organized by Mr. Nowak at a meeting called by him of 100 of the city's foremost business men. Mr. Nowak launched the plans for the bank without previous knowledge of many of those invited and the doors of the institution were opened within two months of that time.

The United States Shipping Board has approved rates for grain shipments over the Great Lakes route for the 1919 season of navigation. The Board also gives approval to the mobilization plan of the Lake Carriers' Association. The shipping rates on grain designed to stabilize lake transportation and labor and enable satisfactory return to a pre-war basis fix the rate from Lake Superior to Lake Erie and from Lake Michigan to Lake Erie for May loading at 3 and 3½ cents a bushel; September, October and November loading, 3½ cents a bushel, and December grain loading, including winter storage of vessel, at 5 cents a bushel. The grain rates to Georgian Bay and Goderich were fixed at one-half cent a bushel; to Port Huron, one-half cent a bushel, and to Collingwood, one-half cent a bushel under the rates effective to Lake Erie ports.

Navigation over the enlarged barge canal between Buffalo and New York via Albany and the Hudson river, opened May 15. Parts of the canal below Syracuse opened May 10. Charles Williamson, manager of the Wheat Export Company, says that the Railroad Administration has between 50 and 60 barges ready to carry grain over the canal between Buffalo and Eastern tidewater points in addition to the large fleet of privately owned boats. A large number of concrete grain carrying barges are now being built at North Tonawanda by the Government for use over



BURNING ELEVATOR OF CURTISS GRAIN CORPORATION



the state waterway. These boats will be ready to be placed in operation later in the season. The opinion seems to prevail in grain circles, however, that the canal will not play a very prominent part in the grain carrying trade and that most of the grain in Buffalo lakefront elevators will be moved East by rail.

Charles E. Collard, who for 25 years had been active in the grain trade in Buffalo, died May 1. Mr. Collard was born in Lewistown, N. Y., 60 years ago and entered the grain business when he came to Buffalo 25 years ago. He was a member of the Buffalo Corn Exchange, the Chamber of Commerce, and an active worker in the Knights of Columbus. Mr. Collard is survived by his widow and four children.

Representatives of the United States Department of Agriculture and several of the largest grain organizations in the middle and far West visited Buffalo late in April while making a tour of the Eastern grain centers collecting data on the establishment of a uniform grain inspection system in every grain center in the United States. While in Buffalo the party was the guests of the Corn Exchange. The committee will visit 27 grain centers, embracing every important point East of the Rockies.

Those in the party included: R. S. Hurd of Wichita, Kan., representing the Millers' National Federation; J. W. Shorthill of Omaha, Neb., representing the Farmers' Co-operative Association; W. J. Niergarth of St. Louis, Mo., of the Council of Grain Exchanges; Elmer Hutchinson of Arlington, Ind., representing the Grain Dealers National Association; W. J. Manly of Washington, D. C., representing the United States Railroad Administration; R. T. Miles of Chicago, federal grain supervisor for the United States Department of Agriculture.

According to Mr. Hutchinson, the grain dealers in the West are suffering as the result of the unsystematized inspection of grain in large Eastern receiving centers. He said that grain dealers in the West, after a careful process, grade corn, wheat and other grains to a certain standard and ship it to the Eastern market. Inspectors in the East, he contends, often find some inferior grains in the shipment and reduce the grade, causing the dealers to suffer financial loss. It is the purpose of the Government, he said, to arrange for an equitable inspection under which a grade of corn in Chicago would be considered the same grade in Buffalo, or any other center.

While in Buffalo the committee inspected the Grain Inspection Department of the Buffalo Corn Exchange and was greatly impressed with the efficient facilities for grading grain here. After all of the big lake grain elevators were inspected the committee left for Boston.

Nesbit Grammar, president of the Eastern Grain, Mill & Elevator Corporation, and Maxwell M. Nowak, vice-president of the Nowak Milling Company, were members of the All For Buffalo Committee named to help solve Buffalo's street car problems and recommend certain changes which it is believed will bring about better traction service. The grain interests of the city took an active part in the settlement of the trouble between the city and the traction company.

Grain is arriving at Buffalo terminal elevators very slowly from Western receiving centers. Navigation was late in opening this year, owing to an anticipated dull season. Many large grain carriers will probably not be moved this season. They were operated at a loss last year and owners do not anticipate a very busy season after the first few cargoes are shipped out of elevators at the head of the lakes. There is a general feeling among members of the Corn Exchange that receipts will be larger than they were a year ago, which was the poorest year in the history of the port, but an exceedingly busy year is not expected.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

OPERATORS on this market are gratified over the definite settling of grain freight rates by the Lake Carriers' Association to hold throughout the season. During past seasons uncertainty has often existed regarding the fall rates, so that the trade has never known in advance where it stood in that respect. The rate announced is 3½ cents in May; 3 cents in June, July and August; 3½ cents in September, October and November, and 5 cents for December, to include winter storage. These figures are from the head of the lakes to Lake Erie ports.

Operators on this market have been receiving discouraging reports regarding the acreage seeded to wheat in North Dakota and in areas of Western Minnesota. Farmers were delayed in their spring work through wet and unfavorable weather conditions. Representatives of Duluth houses who have been over

the ground place the falling off in acreage seeded to wheat in some parts of Western North Dakota at as high as 25 per cent of last season. Another unsatisfactory feature is that considerable wheat has been put in on the stubble in some districts and past experience has shown that procedure to be risky in the event of a dry summer season. In view of the high prices prevailing, it is assumed that the full acreage will be cropped to grains of some kind, with the division coming mainly between oats and flaxseed. It is said that the raising of barley will not be popular, owing to the uncertainty of its market through the cutting out of the demand from maltsters.

The trading title of the Hagen-Berg Company, operating on the Duluth and Minneapolis markets, has been changed to the Hagen Grain Company. T. H. Hagen is its president and H. G. Hillier, secretary. During the last few months the company has been confining its business mainly to Minneapolis, but it is asserted that arrangements will be made to re-establish connections at Duluth at the opening of the next fall season.

With the rush of shipping from the elevators supplies of wheat in Duluth and Superior elevators have been brought down to under 7,500,000 bushels as compared with nearly 25,000,000 bushels on hand when the lake navigation season opened on April 15. Over 13,000,000 bushels has gone forward to Buffalo as compared with an original allotment for that point of 10,000,000 bushels, and over 5,000,000 bushels, mainly No. 1 northern grade, has gone down to Minneapolis millers. Percy H. Ginder, the local representative of the Food Administration Grain Corporation here, has refused to honor any further requisitions of wheat for Buffalo shipment, for the present at least, as it is desired to retain sufficient supplies in the elevators to take care of the needs of the Duluth and Superior and district mills until the new season's crop begins to move. The requirements of the mills here are reported to have been arranged for until next month, but their operators are at present in the dark as to where they will stand after that. Receipts of wheat at the elevators here have been merely nominal during the last three weeks as a result of the high cash premiums offered at Minneapolis.

The market in rye has been active here for some time, and prices have covered a wide range, breaks and advances extending up to 7 cents having been recorded in the course of trading on some days. The quotation in No. 2 spot rye was off several cents from the top during the first week of May as a result of the withdrawal of the Grain Corporation from the market. A development that attracted some attention last week (May 4-10) was the unloading of a cargo of 115,000 bushels of rye from Fort William at the Consolidated Elevator here. It was brought in by McCabe Bros. & Co. and will be disposed of to a local mill.

Julius H. Barnes, National Grain Administrator, was given an enthusiastic reception on the occasion of a recent visit to the Board of Trade here. In the course of an address upon the trading floor, he expressed the view that speculation in wheat could not be permitted in any direction during the coming crop year, but he promised that restrictions in the way of handling would be removed so as to admit of greater individual initiative on the part of operators. Resale prices of wheat will be regulated through the mills in the cheapening of their flour products as warranted from time to time by world market conditions, and he promised that American consumers would not be called upon to pay higher prices for wheat products than is realized in sales abroad. In order to place the marketing of the crop on a better basis, he promised the trade that a carrying charge in addition to the fixed prices would be added to quotations after the new season opens. From information at Mr. Barnes' command he is of the opinion that wheat supplies in this country during the coming year will be ample to take care of domestic needs in addition to providing for the requisite heavy exports to Europe.

The handicaps under which farmers in this territory are operating this spring on account of backward weather conditions has been illustrated during the last few days in the experiences of grain men here who have endeavored to make automobile trips over some parts of the country. W. W. Bradbury, representative of W. W. Dalrymple on this market, reported that he was almost stalled in snowbanks in making a run down to his summer home at Webster, Wis. Another Duluth operator was mired in making a run between this city and Minneapolis, and found it necessary to employ two teams to pull his car out.

R. M. White, of the White Grain Company, reports a most active inquiry for feedstuffs in more than four years during the last few weeks in spite of the prevailing high quotations in all lines. The demand has been exceeding current receipts and difficulty has been found at times in obtaining adequate supplies. The installing of summer logging camps to save timber caught by the disastrous Northern Min-

nesota bush fire of last October, employing in the aggregate thousands of men, is furnishing a new outlet in the district feeds trade. Mr. White predicts that quotations in some lines of feeds will be adjusted downward after call for them has been lessened through new pasturages becoming available.

## CINCINNATI

CLYDE LEVI

CORRESPONDENT

CONDITIONS in the local hay market during the past month have been exceptionally good. Receipts have been heavy and demand large, with prices remaining high and steady. Judging from expressions made by well informed men in the trade, there is little or no prospect of any reduction in prices in the immediate future. There has been for some time, and now is, an abundance of hay in the local market. However, it is becoming evident that the stocks at most contributing points are becoming limited, especially in the better grades, as a noticeable trend toward shipments of the cheaper grades is apparent.

The farmers having anything like fair stocks are showing a disposition to hold them against the prospects of higher prices when the full force of the demand from local consumers and those in the Southern sections will be felt. These men are becoming more and more adept in the manipulation of their shipments, evidently keeping their fingers on the pulse of the market, shipping when all the conditions are favorable and holding their stocks at the least signs of a possible break in the quotations. They seem to be fully aware of the fact that stocks in the market are insufficient to properly care for the demands, and intend to handle the situation to their own advantage. A decrease in invoices and letters of inquiry to the local trade is evidence of the accuracy of this statement.

In order to relieve congestion and overcome an accumulation which developed owing to the rains interfering to some extent with plugging operations on the local tracks, the Cincinnati Grain and Hay Exchange held two markets on Saturday, May 10th, thus relieving the situation. Timothy has been in good demand, and mixed and clover prices were well maintained, although sales fell off slightly.

Adverse conditions arising out of the Barnes speeches and the Food Administration's offer to resell, had a depressing effect on the local wheat market, and a sharp decline was noted. Demand has been light and inquiries few, and there is evident a disposition on the part of the mills to await further declines before purchasing beyond immediate requirements. The market for corn has been in a decidedly unsettled condition, the demand light, cash corn being in no demand whatever. Receipts have been very light, although a recent strengthening in options has had the effect of slightly increasing prices. Oats have been dull, with quotations slightly off. Rye has shown no activity even at greatly reduced prices. Barley is firm. Mill feed strong and active with higher prices.

D. J. Schuh, executive secretary of the Cincinnati Grain and Hay Exchange, is proudly exhibiting a letter from Secretary J. Vining Taylor, of the National Hay Association, commending the manner in which shipments are handled in the Cincinnati market. The statement that shippers generally consider the Cincinnati market as the best in the country is gratifying, and it is believed that strong efforts will be made to overcome the one slight objection raised. Undoubtedly at some time in the future Cincinnati will realize her ambition to have better terminal facilities, and it is devoutly hoped that it will be in the not distant future. Strenuous efforts are being made toward that end, and the belief is general that they soon will begin to bear fruit. Until that time the Exchange will do all in its power to facilitate the handling of shipments. The letter is as follows:

"I believe when we get a good thing we ought to pass it along. I just want to quote you from a letter received today from one of the biggest shippers in the State of Ohio, showing just how the shippers feel about Cincinnati.

"I want to tell you that I think the Cincinnati market is good—I think, under the plugging system, the best in the country. It looks now to me that every shipper could make a little money. There is just one drawback, and that is bad weather and no shelter for the hay, and when it comes a day or two of rain, and a Sunday or holiday, which is sure to increase receipts, it weakens the market to such an extent that it takes several days to recuperate. Surely, if they were in position to handle it rain or shine, it would be a grand success. But as it is now, it is all the shipper's loss when these declines come.

"Please write me what other places do that use the plugging system, and do they have a roof over their yards? What is your opinion as to sheds over the yards? Do you know of any other place that has this?"

"Knowing as I do the man that wrote this letter, I think this is one of the highest compliments that could be paid the Cincinnati market. I have often wondered,



however, in regard to the rainy spells, for instance like we are having this week, if it wouldn't pay for the boys to erect some sheds (umbrella sheds) so this hay could be unloaded on the sheds instead of on the ground. If this could be done without a big outlay of money, I really believe it would come back to you many fold.

"Pardon me for this suggestion, but I am just passing it along in the interest of Cincinnati market. I am certainly delighted to have this kind of report come to us.—Yours very truly, (Signed) J. Vining Taylor, secretary-treasurer, National Hay Association."

The embargo on the shipment of hay to Cincinnati, that has been in effect since January 28, was lifted April 21 by Terminal Manager John Morris of the United States Railroad Administration. Mr. Morris said that at the time the embargo was laid, there was a marked congestion in the local hay market, because there was but one "plug" track, or track where hay can be tested. A system of permits was instituted, which has now been done away with. The Cincinnati Grain & Hay Exchange assured Mr. Morris that it would take care of any congestion that may come.

At a meeting of the Board of Directors of the Exchange, it was decided to hold a membership meeting to discuss conditions brought about by the ending of the war. President E. B. Terrill, of the local Exchange, said, "The war is over and it is time for the Cincinnati trade to get together and endeavor to place itself on a pre-war basis at the earliest possible moment. Every member of the Exchange has some idea of how to bring about normal conditions. It is not only the duty we owe the organization but ourselves to help work out the new problems confronting the trade."

On May 3 the Early & Daniel Company filed suit in the Superior Court against the C. & O. Ry. Company for \$12,655.37 damages, alleging that between August, 1916, and June 8, 1917, it stored in the railway company's warehouse at Newport News, Va., 2,708,050 pounds of No. 2 red wheat, and from January 15 to June 8, 1917, it received from the railway company 1,969,600 pounds of wheat, since which time the defendant has failed to deliver the remaining 70,100 pounds of wheat. The plaintiff declares that the wheat delivered to it was not No. 2 Red, such as it placed in the warehouse, but deteriorated and inferior grain. Hunt, Bennett & Utter are attorneys for the Early & Daniel Company.

Among recent new incorporations in Cincinnati are the Cincinnati Elevator & Grain Company, Cincinnati; capital, \$20,000; Robert J. Prentice, Jacob S. Hermann, A. V. Kane, B. Wolfstein, and J. M. Walker, incorporators; and the Buckeye Elevator & Grain Company, Eaton, (north of Cincinnati); capital \$100,000; E. C. Price, A. C. Hensley, O. B. Creek, James Sharkey, and Andrew F. Scott, incorporators.

The right of the Cincinnati Grain & Hay Exchange to try and suspend any of its members upon proof of misconduct in business matters was upheld by the Court of Appeals here on April 19, when it handed down a decision dismissing the appeal of the Felss Flour Milling Company from the action suspending Theobald Felss from the Exchange. Action was taken by the Exchange when the Perin Bros. Company complained that the Felss Company had canceled a contract for the purchase of 1,000 sacks of corn flour after the market had taken a sharp decline. The complainant claimed it was damaged to the extent of \$1,043.15 by the cancellation of the order. A trial was held by the directors of the Exchange, who decided to suspend Theobald Felss until the \$1,043.15 was paid to Perin Bros. The Felss Company applied to Common Pleas Court to enjoin this suspension and Judge Buchwalter of that Court dismissed the suit. Felss then took the case to the Court of Appeals where it was heard April 18. The decision as rendered, while not a judgment, sustains the right of the Exchange to try and suspend or expel its members. The suspension only bars Felss individually and not the company.

The Grain Survey Committee from Washington, which is making a tour of the country for the purpose of investigating the facilities of the various markets for sampling and grading of grain under the United States Grain Grades Standards Act, and to determine what steps might be taken by the Administration to promote efficiency, recently was in Cincinnati. The committee learned that Cincinnati's chief trouble lies in the inability of the inspectors and samplers of the Cincinnati Grain & Hay Exchange to find cars of grain upon arrival in the various yards. To overcome this handicap, which results in the delay of the movement of grain out of Cincinnati, it was suggested by the Cincinnati Exchange to place cars of grain on designated "hold" tracks. Mr. Manley, representing the Railroad Administration, saw the merit in the grain men's argument and asked the railroads to comply with the wishes of the Exchange. All of the roads, without exception, agreed to set aside "hold" tracks for grain.

"You Must Be With Us May 22, 1919." This is the imperative demand printed on a circular issued by the local Exchange. May 22 is the first anniversary of the local Exchange and nothing has been left undone to make this day one to be remembered by all those who are fortunate enough to be present. The invitations

that were sent out are illustrated with sketches of the different pastimes that will be enjoyed, and include races of all kinds, eating contests, and as Ohio joins the ranks of the dries three days after the outing, it is assumed that there will be "some" of the amber fluid in carload lots. The members will be taken in automobiles from the Exchange for a six mile ride along the beautiful Ohio River and through the picturesque hills of Kentucky to the farm of Colonel Tom Cody, famous for the "Kaintucky Barbecue." A footnote in bold type at the bottom of the invitation urges that the members notify their out-of-town correspondents to attend the outing, as the local members will be their hosts.

The question of deepening and widening the Miami and Erie Canal was discussed before the members of the Cincinnati Grain & Hay Exchange on May 14, by Congressman B. F. Welty, of Lima, Ohio, author of the Survey Bill which passed the last session of Congress. He showed the importance of a barge canal connecting the Ohio River and the Great Lakes, and incidentally what can be gained by Cincinnati through this enterprise.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

MEMBERS of the St. Louis Merchants' Exchange on May 19 will hold a special election to vote that newly elected members of the organization must have belonged to the Exchange for over 60 days to be able to vote at elections.

The 10 leading winter wheat states were represented at a meeting of country grain shippers, held at the Planter Hotel here last week. President P. E. Goodrich of the Grain Dealers National Association presided. Figures were submitted by the members from each state who have been studying the cost of handling grain on the basis of the last crop, and when these have been audited and compiled a committee will be appointed to place them before Julius H. Barnes, president of the U. S. Food Administration Grain Corporation. A resolution was passed that Mr. Barnes be requested to appoint a committee of delegates to act as an auditing committee to represent the Food Administration and meet with an auditing committee of the country shippers.

Bert H. Lang has been reappointed head of the U. S. Food Administration Grain Corporation in the St. Louis zone. Mr. Lang succeeded Edward M. Flesh, who was called to Europe by Mr. Hoover to aid in foreign food distribution. Over 400 members of the Merchants' Exchange signed a petition addressed to Julius H. Barnes asking that Mr. Lang be reappointed. The Millers Club of St. Louis also sent Barnes a petition signed by 40 members. The petition declared that Mr. Lang's management of the office had been such that it was to the interest of the entire grain and milling that he be retained, especially as the handling of the next wheat crop promises to be an unusually hard proposition, if the present record-breaking forecast is verified. Barnes has announced that E. M. Flesh will remain in the London office of the Grain Corporation during the handling of the next crop.

The Board of Directors of the Merchants' Exchange adopted resolutions authorizing the president, E. C. Andrews, to close the Exchange trading hall as a token of respect and welcome to the returning troops of the 128th during the parade recently. The Board also voted to purchase on account of the Merchants' Exchange \$30,000 worth of Victory Liberty Loan Bonds. Marshall Hall, in charge of soliciting subscriptions for the Victory Liberty Loan in the Merchants' Exchange Building, reported some very large subscriptions.

That grain and milling interests of St. Louis are fully awake to the possibilities of the grain situation and the opportunities confronting St. Louis as one of the principal primary grain centers of the United States was demonstrated at the spring meeting of the St. Louis Grain Club, held at the Bellevue Country Club recently, which was attended by more than 100 grain receivers and shippers of the St. Louis market.

Confronted with the prospects of nearly a 1,000,000-bushel wheat crop, the largest ever produced by the farmers of the United States, the grain interests of our market are not only being watched most carefully but are being fostered to the utmost by the Grain Club officials.

At a dinner following the afternoon outing at golf, Marshall Hall, president of the Club, presided, and in a most interesting talk, acquainted the membership with the work under way by the Exchange Committee for bringing about the best possible results for the grain interests in general of the St. Louis market, its shipping interests and the buying trade, who look to St. Louis for their supplies.

Among the more important matters under consid-

eration are the plans for increasing grain elevator capacity, to bring industries to the St. Louis market using grain and grain products in the manufacture of their products and a Claim Bureau to look after the unpaid claims of the railroads justly due our members or the shipping public.

President Hall, at the direction of the Executive Committee of the St. Louis Grain Club, will appoint an Elevator Committee to work in conjunction with the Committee on Increased Elevator Facilities appointed by E. C. Andrews, president of the Merchants' Exchange, at the direction of the Board of Directors of the Exchange, for the purpose of acquainting the banking and railroad interests with the needs and demands of modern concrete elevator facilities of several million bushels capacity, with proper rail and river terminals for handling the enormous volume of grain that will come to the St. Louis market.

Receipts of wheat in St. Louis during April were 1,336,883 bushels, against 423,887 bushels last year. Corn receipts were 2,214,855 bushels, against 2,799,862 bushels. Oats receipts 3,324,000 bushels, against 4,190,510 bushels. Wheat shipments in April were 565,370 bushels, against 384,610 bushels last year. Corn shipments, 1,469,030 bushels, against 2,653,670 bushels. Oats 2,589,330 bushels, against 3,557,730 bushels.

Edward F. Mangelsdorf of the Mangelsdorf Seed Company, Atchison, Kan., was on the floor of the St. Louis Merchants' Exchange last week. Mr. Mangelsdorf said the seed business was very good in Kansas, and that the state is looking forward to a period of great prosperity, owing to the outlook for an enormous wheat crop.

Members of the St. Louis Merchants' Exchange were greatly shocked recently at the untimely death of Charles J. Reed of the Reed-Adams Grain Company. Mr. Reed had just stepped out of the Pierce Building onto Fourth Street, when a heavy glass inkwell, accidentally pushed from a 13th story window, struck him on the head, fracturing his skull. He died at a hospital shortly after. Reed was one of most popular of the younger members of the Exchange and had a host of friends in the trade. He is survived by a wife and daughter.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

WITH the closing of the huge Milwaukee breweries close at hand, the discussion of the barley crop has broken out anew. One grain expert declares that barley, far from being a declining crop because of the passing of beer, is likely to be as important a grain crop as it ever was before. He points out that with corn very high and scarce, barley is more in demand for feeding than ever before. He states that barley has been found most satisfactory for the dairy cows and it is equally good for the production of beef, while as a standard food for hogs, it cannot be surpassed. A number of farmers are said to be combining rye and barley for the feeding of horses with very successful results. In fact this expert declares that there is no more satisfactory grain for feed than barley and that it will become increasingly popular as one of the staples of the northwestern farmer.

Milwaukee has been growing considerably as a wheat marketing center as is shown by the figures on receipts of the 1918 crop showing that trade has been nearly 15,000,000 bushels here compared with receipts of a little more than 3,000,000 bushels at the same time for the 1917 crop season. Grain men assert that Milwaukee's popularity as a wheat market is due entirely to the good prices paid here for grain as compared with other markets.

One of the recent large consignments of wheat from the Milwaukee market was that of the steamer *E. J. Erling*, bound for Buffalo, which carried more than 358,000 bushels. The consignment was made by the Food Administration Grain Corporation.

There is a considerable falling off in the corn trade at all the primary markets and Milwaukee is no exception to this rule. The receipts at Milwaukee on the crop of 1918 have been a little more than 3,000,000 bushels compared with more than 7,000,000 bushels for the corresponding time a year ago. This indicates less than half of the normal trade. Milwaukee grain men point to the fundamental corn scarcity and their belief that there will not be any decisive increase in corn receipts in the future from the crop season now on.

The Milwaukee Chamber of Commerce has been primarily interested in boosting of the Liberty Loan for the last few days and a large number of smaller and larger subscriptions have come in. There were a number of \$10,000 buyers among the Milwaukee grain firms and by corporation in allied industries. Indications at this writing are that the grain men will go way over



the top in the securing of subscriptions. Under President H. W. Ladish the Milwaukee Chamber did distinguished patriotic work and it is fully expected that under the administration of President H. M. Stratton the Chamber of Commerce will still be a veritable hot-bed of patriotism.

Wisconsin crops are decidedly backward, judging from the latest reports to the grain trade. The big rains have made the soil heavy and while considerable grain is sown in the southwestern part of the state, the planting on heavy soils has been late. The preparation of ground for corn is now going on rapidly. Winter grains and grasses are growing slowly because of the cold weather, rain and lack of sunshine, but the prospects are good. Warm weather later on is expected to make up for the slow progress to date.

Receipts of oats at Milwaukee from the grain crop of 1918 have been about 28,000,000 bushels compared with 23,000,000 bushels at the same time a year ago. This suggests heavier oats trade than formerly, despite the slow grain movement of the last few weeks.

The latest estimates indicate that Wisconsin will have a crop of rye this year which will range from 8,500,000 to 9,000,000 bushels. This is expected to be a high record yield with the outlook in the fields much better than the ordinary.

Guy Blanchard of the Godfrey-Blanchard Company of Minneapolis was elected as a member of the Milwaukee Chamber of Commerce. This company has recently opened a branch house in Milwaukee. Spaulding Rugee of the Taylor & Bournique Company has also been elected to membership, having just returned from service in the navy.

The Wisconsin College of Agriculture is much concerned to prevent the spread this season of the barley stripe disease. This is especially virulent when the season is wet and when the seed bed is very cold. The exceptionally cold and late spring will help to increase this disease according to the expert plant pathologists.

Soaking the grain in formalin solution for two hours is one of the best preventives. The lake shore counties were especially afflicted with barley stripe disease last year and every effort will be made to avoid any such losses this season. Farmers have been advised to take exceeding care in treating their seed this season.

G. A. Schroeder, traffic manager of the Chamber of Commerce, has been taking a leading part in a number of traffic matters of special interest to the grain trade of the city. Mr. Schroeder went down to Washington as a special representative of the new Great Lakes Commerce Association to intercede with the Railroad Administration for better lake service. The Great Lakes Commerce Association is expected to have considerable influence as it contains representatives from all the ports and adjacent cities on the Great Lakes. Mr. Schroeder received assurances and promises that a number of package freighters would be put into the service. The new differential rates on the lakes are expected to be almost as favorable as they were before the war. Milwaukee has been taking the lead in restoring the lake service and W. G. Bruce, secretary of the Association of Commerce, was chosen as the head of the Great Lakes Association, whose avowed purpose is to put back as many ships as possible on the Great Lakes and to otherwise improve the harbor facilities of Milwaukee and other lake cities.

Milwaukee will get another boat line—that of the Canada Atlantic line which will operate in connection with the Grand Trunk. This will give Milwaukee direct access to New England and correspondingly lower differential rates on the Great Lakes. The rates are more favorable than those allowed by the Railroad Administration.

Milwaukee shipping interests are planning to try and influence Congress to amend the Panama Canal Act so that the railroads of the country will be allowed to own and operate vessels on the Great Lakes. It is believed that this will be the only permanent solution of the present scarcity of ships on the Great Lakes.

H. Mc L. Harding is the new consulting engineer which the city of Milwaukee is expected to engage to work out a comprehensive plan for the harbor of the city. This will mean much to Milwaukee grain men and in fact to the grain interests of the entire Northwest. Mr. Harding suggests that the new harbor be built in units of 650 feet on Jones Island so that each unit will furnish docking room for the largest ships on the Great Lakes. Plans will be made to build a series of permanent ship berths with the connecting warehouses and railroad tracks and elevators so that a very large trade can be taken care of. It is expected that Mr. Harding will be employed about six months and that in that time all the plans can be approved by which Milwaukee can have one of the finest harbors on the Great Lakes. Work is expected to begin as soon as the plans are fully approved.

The Milwaukee Chamber of Commerce is in a flourishing condition judging by the annual reports of officers which have just been issued. The balance of funds in

the treasury at the end of the fiscal year was about \$55,000 compared with \$34,000 a year ago. The disbursements for all purposes by the Chamber during the year were in excess of \$137,000. The membership in the Chamber at the close of the year was just a little in excess of 500.

During the year just closed more than 43,000 cars of grain were weighed at Milwaukee and more than 40,000 inspected. Official reports show that the members of the Chamber of Commerce bought more than \$2,000,000 worth of the various Liberty bond issues. Annual dues of the Chamber were fixed at \$70 payable in two semi-annual installments.

## PHILADELPHIA F. W. COLQUHOUN - CORRESPONDENT

WITH a view of assisting the Bureau of Markets in bringing about greater uniformity in the application of official grain standards throughout the country, about 50 grain exporters, receivers and dealers of this city discussed the subject with a committee from the dealers' and millers' associations, and Government officials on April 27, in the Bourse. No report will be made by the committee until it completes its inspection trip. George M. Warner, chairman of the grain committee of the Commercial Exchange, presided at the meeting. The visiting committee was later taken on an inspection trip of the port facilities and visited the grain elevators at Port Richmond and Girard Point.

Henry R. Boggs, assistant general freight agent, United States Railroad Administration, with offices in the Reading Terminal here, sent a notice to the Commercial Exchange on May 2, to the effect that under instructions of the Railroad Administration no portion of the cost of fire insurance on grain stored in grain elevators under Federal control, is to be assumed by the railroads, and accordingly, the arrangement which has been in effect whereby insurance (unless otherwise ordered by the owner), on all grain received in the Port Richmond Elevator or Drier has been charged by the Philadelphia Grain Elevator Company for the period stored based on an annual rate of 27½ cents per \$100 of value will be discontinued. On and after June 2, 1919, loss by fire and heating in Port Richmond plant will be at owner's risk and the issuance of insured elevator warehouse receipts will be discontinued. In case owners of grain passing through the Port Richmond Elevator on and after June 2, 1919, desire fire protection it will be in order for them to make their own arrangements to that end with the fire insurance companies.

Stocks of grain in public warehouses May 1, 1919, amounted to 1,288,635 bushels of wheat; 69,835 bushels of corn; and 721,272 bushels of oats, as compared with 1,134,896 bushels of wheat; 134,333 bushels of corn, and 472,214 bushels of oats on April 1, 1919, according to the monthly report of the statistician of the Commercial Exchange. The report shows that the exports of wheat during April were: 4,097,609 bushels; an increase of 183,427 bushels as compared with March. The corn exports in April were 177,928 bushels; oats, 362,755 bushels; rye, 1,367,308 bushels; barley, 526,895 bushels, as against 78,612 bushels corn; 521,811 bushels oats; 1,096,501 bushels rye, and 202,891 bushels barley in March.

Damage by heat to grain cargoes shipped from this port has caused the Department of Agriculture to assign Inspector Regan to this port for investigation. It was found that cargoes upon being discharged have been damaged, especially that part which was near the engine room. The inspector has left Philadelphia on the Italian steamship *San Gerrano* for Genoa and Naples. The cargo on the vessel consisted mostly of barley and was loaded in bulk. Exact temperatures of the grain will be taken at various intervals during the trip, so that proper measures can be taken to prevent the cargo landing in damaged condition.

Proposals for membership in the Commercial Exchange during the month were the Hecker, Jones, Jewell Milling Company, with offices in the Bourse; Joseph A. Dundas, 902 S. Seventh Street; Max Supovitz, 427 Fitzwater Street, and the Babcock Grain Company, Rensselaer, Ind.

Kraus & Apfelbaum, grain dealers, Fort Wayne, Ind.; H. A. Wing, of the Midland Linseed Company, Minneapolis, Minn., and Percy W. Stephens, of the J. J. Badenoch Company, grain shippers, Chicago, Ill., were among the visitors in the market during the month.

With a quota of \$1,000,000 the grain and flour trades went "over the top" easily in the Victory Loan campaign. The quota of the Commercial Exchange was divided into \$400,000 for the grain men and \$600,000 for the flour trade. Special meetings were held on

Mondays during the campaign. Subscriptions were made at that time, while the grain and flour committees reported subscriptions which they obtained between the meetings. At the close of business on Friday, May 9, the total amount obtained by the grain and flour trades was \$874,200, of which the grain trade was credited with \$429,650 and the flour trade with \$444,550.

Captain John O. Foering, former chief grain inspector of the Commercial Exchange, has returned to this city after spending several months at Dunedin, Fla.

George M. Richardson, superintendent of the Merchants' Warehouse Company, has notified the members of the Commercial Exchange that the company will furnish help to load hay and straw to teams on the following basis: The entire loading crew, including foreman, will be detailed to do this work. A small cost equal to actual labor cost incurred by the company, plus 20 per cent to cover overhead, will be assessed.

William M. Richardson of the Richardson Bros., flour, feed and grain brokers, in the Bourse, with his family, have opened apartments in Atlantic City, N. J., for the summer.

Joseph E. Haasz, gatekeeper at the Commercial Exchange, in the Bourse, rounded out 23 years as an employee of the Exchange, on April 21.

Large shipments of grain are being made from this port to France and Italy at the present time by the Wheat Export Company, Inc., official agents for the Allied Governments, whose Philadelphia office is in charge of George G. Omerly, president of the Hancock Grain Company, Bourse.

Watson W. Walton, a well-known grain merchant of this city, having been engaged in the business for many years, died at his home 135 E. Eighteenth Street, May 9. He was identified with the Walton Bros., 2131 North American Street. He was 58 years old. Mr. Walton was a member of the Union League and the Commercial Exchange. He had been in ill health for several months. He is survived by a widow and daughter. His funeral was held May 12.

## GRAIN SUPPLY IN CANADA

The Dominion Bureau of Statistics issued on April 25 a special bulletin summarizing the Canadian visible grain supply.

Returns collected from elevators, flour mills, railway companies and crop correspondents show that on March 31, 1919, the quantity in Canada of wheat, and wheat flour expressed as wheat, was upwards of 117,739,000 bushels, as compared with 77,000,000 bushels last year, 126,000,000 bushels in 1917, 197,000,000 bushels in 1916 and 79,000,000 bushels on February 8, 1915. The total for 1919 comprises 75,373,000 bushels in elevators, flour mills and afloat in winter storage, 32,315,000 bushels in farmers' hands and 10,051,000 bushels in transit by rail.

Of oats, including oat products expressed as grain, the total quantity returned as in Canada on March 31, 1919, is 164,120,000 bushels, as compared with 155,500,000 bushels last year and 184,000,000 bushels in 1917. The total quantity of barley in Canada on March 31, 1919, is returned as 30,542,000 bushels, as compared with 16,000,000 bushels last year and 14,871,000 bushels in 1917. Of flaxseed the total quantity in Canada on March 31, 1919, is returned as 2,259,000 bushels, as compared with 2,420,000 bushels last year, and 5,662,000 bushels in 1917.

For wheat and barley, therefore, the quantities in stock at the end of March this year are considerably in excess of those in stock a year ago, while for oats and flaxseed the quantities are more but not to so great an extent. The reports of crop correspondents show that of the total wheat production of 1918, 17 per cent, or 32,315,000 bushels remained in farmers' hands on March 31, 1919. Last year the proportion was 14 per cent, representing nearly 32,000,000 bushels, and in 1917 it was 21 per cent, representing nearly 55,000,000 bushels. Of the other field crops the proportions and quantities estimated to be in farmers' hands on March 31, 1919, are as follows: Oats, 33 per cent, or 141,694,000 bushels; barley, 26 per cent, or 20,000,000 bushels; rye, 21 per cent, or 1,784,000 bushels; buckwheat, 23 per cent, or 2,500,000 bushels; corn for husking, 12 per cent, or 3,000,000 bushels; flaxseed, 17 per cent, or 1,000,000 bushels; hay and clover, 18 per cent, or 2,701,000 tons.



## The Bill of Lading Decision

Interstate Commerce Commission Hands Down Decision and Prescribes Form for Uniform Bill

**G**RAIN dealers have been working for many months on the Bill of Lading Case before the Interstate Commerce Commission, and now have the satisfaction of a settlement. In many respects the proposals of shippers have been met, in others compromises were effected, and in a few their demands were disregarded. The decision was written by Commissioner Wooley and will go into effect in August. The decision is on No. 4844 "In the Matter of Bills of Lading," opinion No. 5682, 52 I. C. C., 671-740. Although the statute seems clear on that point, the Commission thought it desirable to say that it has authority in a proper proceeding to require carriers, subject to the act to regulate commerce, to comply with the provisions of the law respecting the issuance of the bills of lading; to file with it the rules and regulations which they write in their bills of lading; to require that uniform rules and regulations be adopted by them; and to determine what are reasonable and non-discriminatory rules and regulations. In respect of the application of the Cummins amendment, the Commission said that property transported by carriers subject thereto, may be put into three classes: (a) "Ordinary live stock" as to which no limitation of liability whatsoever is lawful; (b) "property, other than ordinary live stock," concerning which the carrier, on proper authorization obtained from the Commission, may be permitted to contract for a limitation of the measure of its liability—that is, of the amount of recovery; (c) property, other than ordinary live stock, as to which the carrier has not obtained authorization to contract for a limitation of its liability and as to which, therefore, no limitation of liability is lawful.

As to changes on the face of the bill, the Commission ordered that the words "mail address of consignee—not for purposes of delivery" be changed to read "mail or street address of consignee—for notification purposes only." It was suggested that at the end of the space for indicating the "route" there should be inserted the words "delivery carrier." The Commission approved that insertion. It also ordered that in the note near the bottom of the face of the form the word "actual," as qualifying "value," be stricken out and the word "agreed" or "declared" be substituted therefor. That last change was made because the use of the word "actual," the Commission thought, might mislead the "shipper into a belief that he was under obligation as a condition precedent to the obtaining of a released rate to disclose the actual value of the commodity tendered for transportation."

The following changes were ordered to be made in the conditions on the back of the bill of lading:

Strike out the words "differences in the weights of grain, seed or other commodities caused by \* \* \* or discrepancies in elevator weights," because the Commission was of the opinion that they "might impart an unlawful and unreasonable meaning in bills of lading covering shipments of grain." Section 1, clause 3, liability of carrier as insurer and warehouseman for loss, damage or delay caused by fire. The Commission is of the opinion and orders that the matter be changed to read as follows: "The carrier's liability shall be that of warehouseman, only, for loss, damage, or delay caused by fire, occurring after the expiration of the free time allowed by tariffs lawfully on file (such free time to be computed as herein provided) after notice of arrival of the property at destination or at the port of export (if intended for export) has been duly sent or given, and after placement of the property for delivery at destination, or tender of property upon consignee's order has been made."

Section 2, clause 3, measure of carrier's liability for loss or damage.—The Commission said: "The proposed rule, being superfluous, so far as it concerns the transportation of property shipped under rates dependent upon agreed values and unlawful

and void in respect of all other property, we condemn it and direct its complete elimination from the proposed bill." The order to eliminate that rule, the report says, involves a slight modification of the context immediately following the eliminated phraseology.

Section 4, clause 1, general liability of carrier as warehouseman after 48 hours.—The rule proposed by the carriers, the report says, could not be accepted. The Commission, therefore, prescribed the following: "Property not removed by the party entitled to receive it within the free time allowed by tariffs lawfully on file (such free time to be computed as herein provided), after notice of the arrival of the property at destination or at the port of export (if intended for export) has been duly sent or given and after placement of the property for delivery at destination has been made, may be kept in vessel, car, depot, warehouse, or place of delivery of the carrier, subject to the tariff charged for storage, and to carrier's responsibility as warehouseman, only, or, at the option of the carrier, may be stored in a public or licensed warehouse at the place of delivery or other available place, at the cost of the owner, and there held without liability on the part of the carrier, and subject to a lien, for all freight and other lawful charges, including a reasonable charge for storage."

Section 4, clause 9, receipt or delivery of property at private or other sidings, wards, landings, etc.—The Commission orders the elimination of the part of the rule in black face type: "Property destined to or taken from a station, wharf, or landing at which there is no regularly appointed freight agent, shall be entirely at risk of owner, after unloaded from cars or vessels or until loaded into cars or vessels, and, except in case of carrier's negligence, when received from or delivered on private or other sidings, or on such wharves or landings, shall be at owner's risk until the cars are attached to and after they are detached from trains or unloaded into and after unloaded from vessels."

The Commission considered the rule a proposal to limit or defer the attachment of that degree of liability until the property after having been received for transportation and after having come into the custody, and under the absolute dominion of the carrier, shall have come into a certain condition or position incidental to the actual transportation, i. e., until it is loaded into a vessel, or until the car in which it is loaded shall have been attached to a train. It considered the proposal indefensible, because it considers that the law affords sufficient protection.

Section 7, clause 2, liability for payment of freight charges.—The suggestion was that the consignor shall be liable for the freight, and other lawful charges, except that if he stipulates by signature in the space provided for that purpose on face of the bill of lading that the carrier shall not make delivery without requiring payment of such charges, and the carrier, contrary to such stipulation, shall make delivery without requiring such payment, the consignor shall not be liable for such charges. In other words, the shippers proposed in the bill of lading to create C. O. D. delivery so far as freight charges are concerned. The Commission disapproved that suggestion on the ground that it was not disposed to approve the laying upon carriers of duties or obligations, extraneous to the service of transportation, except and unless to remove unlawful discriminations, and such has not been shown to exist here.

Following are the "conditions" on the back of the prescribed form of domestic (straight) bill of lading:

Sec. 1. The carrier or party in possession of any of the property herein described shall be liable for any loss thereof or damage thereto, except as herein-after provided.

No carrier or party in possession of any of the property herein described shall be liable for any loss thereof or damage thereto or delay caused by the act

of God, the public enemy, the authority of law, or the act or default of the shipper or owner, or for natural shrinkage. The carrier's liability shall be that of warehouseman, only, for loss, damage, or delay caused by fire occurring after the expiration of the free time allowed by tariffs lawfully on file (such free time to be computed as therein provided) after notice of the arrival of the property at destination or at the port of export (if intended for export) has been duly sent or given, and after placement of the property for delivery at destination, or tender of property upon consignee's order, has been made. Except in case of negligence of the carrier or party in possession (and the burden to prove freedom from such negligence shall be on the carrier or party in possession), the carrier or party in possession shall not be liable for loss, damage, or delay occurring while the property is stopped and held in transit upon the request of the shipper, owner, or party entitled to make such request, or resulting from a defect or vice in the property, or for country damage to cotton, or from delay caused by riots or strikes.

In case of quarantine the property may be discharged at risk and expense of owners into quarantine depot or elsewhere, as required by quarantine regulations or authorities, or for the carrier's dispatch at nearest available point in carrier's judgment, and in any such case carrier's responsibility shall cease when property is so discharged, or property may be returned by carrier at owner's expense to shipping point, earning freight both ways. Quarantine expenses of whatever nature or kind upon or in respect to property shall be borne by the owners of the property or be a lien thereon. The carrier shall not be liable for loss or damage occasioned by fumigation or disinfection or other acts required or done by quarantine regulations or authorities, nor for detention, loss, or damage of any kind occasioned by quarantine or the enforcement thereof. No carrier shall be liable, except in case of negligence, for any mistake or inaccuracy in any information furnished by the carrier, its agents, or officers, as to quarantine laws or regulations. The shipper shall hold the carriers harmless from any expense they may incur or damages they may be required to pay by reason of the introduction of the property covered by this contract into any place against the quarantine laws or regulations in effect at such place.

Sec. 2. No carrier is bound to transport said property by any particular train or vessel, or in time for any particular market or otherwise than with reasonable dispatch. Every carrier shall have the right in case of physical necessity to forward said property by any railroad or route between the point of shipment and the point of destination; but if such diversion shall be from a rail to a water route, the liability of the carrier shall be the same as though the entire carriage were by rail. If the property covered by this bill of lading is hidden from view and the shipper has specifically stated in this bill of lading the value of the property, no carrier shall be liable beyond the amount so specifically stated, whether or not the loss or damage occurs from negligence: Provided, In all cases not prohibited by law, that where a lower value than actual value has been represented in writing by the shipper or has been agreed upon in writing as the released value of the property as determined by the classification or tariffs upon which the rate is based, such lower value shall be the maximum amount to be recovered, whether or not such loss or damage occurs from negligence.

Except where the loss, damage, or injury complained of is due to delay or damage while being loaded or unloaded, or damaged in transit by carelessness or negligence, as conditions precedent to recovery, claims must be made in writing to the originating or delivering carrier within six months after delivery of the property (or in case of export traffic, within nine months after delivery at port of export), or in case of failure to make delivery, then within six months (or nine months in case of export traffic) after a reasonable time for delivery has elapsed. Suits for loss, damage, or delays shall be instituted only within two years and one day after delivery of the property, or, in case of failure to make delivery, then within two years and one day after a reasonable time for delivery has elapsed.

Any carrier or party liable on account of loss or damage to any of said property shall have the full benefit of any insurance that may have been effected, upon or on account of said property, so far as this shall not avoid the policies or contracts of insurance: Provided, That the carrier reimburse the claimant for the premium paid thereon.

Sec. 3.—Except where such service is required as the result of carrier's negligence, all property shall be subject to necessary co-operation and baling at owner's cost. Each carrier over whose route cotton or cotton linters is to be transported hereunder shall have the privilege, at its own cost and risk, of compressing the same for greater convenience in handling or forwarding, and shall not be held responsible for deviation or unavoidable delays in procuring such compression. Grain in bulk consigned to a point where there is a railroad, public or licensed elevator, may (unless otherwise expressly noted herein, and then if it is not promptly unloaded) be there delivered and placed with other grain of the same kind and grade without respect to ownership (and prompt notice thereof shall be given to the consignor), and if



so delivered shall be subject to a lien for elevator charges in addition to all other charges hereunder.

Sec. 4. Property removed by the party entitled to receive it within the free time allowed by tariffs lawfully on file (such free time to be computed as therein provided), after notice of the arrival of the property at destination or at the port of export (if intended for export) has been duly sent or given, and after placement of the property for delivery at destination has been made, may be kept in vessel, car, depot, warehouse or place of delivery of the carrier, subject to the tariff charge for storage and to carrier's responsibility as warehouseman, only, or, at the option of the carrier, may be stored in a public or licensed warehouse at the place of delivery or other available place, at the cost of the owner, and there held without liability on the part of the carrier, and subject to a lien for all freight and other lawful charges, including a reasonable charge for storage.

Where nonperishable property which has been transported to destination hereunder is refused by consignee or the party entitled to receive it, or said consignee or party entitled to receive it fails to receive it within 15 days after notice of arrival shall have been duly sent or given, the carrier may sell the same at public auction to the highest bidder, at such place as may be designated by the carrier; Provided, That the carrier shall have first mailed, sent, or given to the consignor notice that the property has been refused or remains unclaimed, as the case may be, and that it will be subject to sale under the terms of the bill of lading if disposition be not arranged for, and shall have published notice containing a description of the property, the name of the party to whom consigned, or, if shipped order notify, the name of the party to be notified, and the time and place of sale, once a week for two successive weeks, in a newspaper of general circulation at the place of sale or nearest place where such newspaper is published; Provided, That 30 days shall have elapsed before publication of notice of sale after said notice that the property was refused or remains unclaimed was mailed, sent, or given.

Where perishable property which has been transported hereunder to destination is refused by consignee or party entitled to receive it, or said consignee or party entitled to receive it shall fail to receive it promptly, the carrier may, in its discretion, to prevent deterioration or further deterioration, sell the same to the best advantage at private or public sale; Provided, That if time serves for notification to the consignor or owner of the refusal of the property or the failure to receive it and request for disposition of the property, such notification shall be given, in such manner as the exercise of due diligence requires, before the property is sold.

Where the procedure provided for in the two paragraphs last preceding is not possible, it is agreed that nothing contained in said paragraphs shall be construed to abridge the right of the carrier at its option to sell the property under such circumstances and in such manner as may be authorized by law.

The proceeds of any sale made under this section shall be applied by the carrier to the payment of freight, demurrage, storage, and any other lawful charges and the expense of notice, advertisement, sale, and other necessary expense and of caring for and maintaining the property, if proper care of the same requires special expense, and should there be a balance it shall be paid to the owner of the property sold hereunder.

Property destined to or taken from a station, wharf, or landing at which there is no regularly appointed freight agent shall be entirely at risk of owner after unloaded from cars or vessels or until loaded into cars or vessels.

Sec. 5. No carrier will carry or be liable in any way for any documents, specie, or for any articles of extraordinary value not specifically rated in the published classifications or tariffs unless a special agreement to do so and a stipulated value of the articles are indorsed hereon.

Sec. 6. Every party, whether principal or agent, shipping explosives or dangerous goods, without previous full written disclosure to the carrier of their nature, shall be liable for and indemnify the carrier against all loss or damage caused by such goods, and in such cases the goods may be warehoused at owner's risk and expense or destroyed without compensation.

Sec. 7. The owner or consignee shall pay the freight and average, if any, and all other lawful charges accruing on said property, and, if required, shall pay the same before delivery. The consignor shall be liable for the freight and all other lawful charges, except that if the consignor stipulates, by signature, in the space provided for that purpose on the face of this bill of lading that the carrier shall not make delivery without requiring payment of such charges and the carrier, contrary to such stipulation, shall make delivery without requiring such payment, the consignor shall not be liable for such charges. Nothing herein shall limit the right of the carrier to require at time of shipment the prepayment or guarantee of the charges. If upon inspection it is ascertained that the articles shipped are not those described in this bill of lading, the freight charges must be paid upon the articles actually shipped.

Sec. 8. If this bill of lading is issued on the order

of the shipper, or his agent, in exchange or in substitution for another bill of lading, the shipper's signature to the prior bill of lading as to the statement of value or otherwise, or election of common law or bill of lading liability, in or in connection with such prior bill of lading, shall be considered a part of this bill of lading as fully as if the same were written or made in or in connection with this bill of lading.

Sec. 9. Any alteration, addition, or erasure in this bill of lading which shall be made without an indorsement thereof herein, signed by the agent or the carrier issuing this bill of lading, shall be without effect, and this bill of lading shall be enforceable according to its original tenor.

## CLIFTON CEREAL MILLS AND ITS ELEVATOR

The Clifton Cereal Mills company of Clifton, N. J., has faith in corn and corn products, and has just completed a plant with a capacity of 5,000 bushels of corn per day and an elevator, built by Deverell, Spencer & Co., of Baltimore.

The plant is a modern reinforced concrete mill of the "daylight" style, and the 26,000 bushel grain storage is in a concrete adjunct to the mill, with receiving pit, elevators, bins and spouts arranged in a manner to give the greatest speed and con-



PLANT OF THE CLIFTON (N. J.) CEREAL MILLS

venience in handling. An extensive storehouse of brick and an office building containing the laboratory are also included in the plant and each one is fitted up in a manner to bear out the company's program of thoroughness. All of the officers are agreed upon this policy, not alone as to the equipment of the plant, but also to the quality of goods manufactured. The president of the company is L. A. Viviano; secretary, J. W. Messick; general manager, L. F. Orbe; superintendent, J. J. Baney. They are all enthusiastic over the prospect.

The building occupies a ground area of 34x64 feet and is 60 feet 10 inches high to the top of the main roof slab. The elevator portion of the building is 13 feet wide and runs the entire length of the building. It is divided into five bins 8x13 feet and 56 feet deep; and four bins 6 feet 6 inches by 8 feet. A cupola 15x18 feet and 21 feet 6 inches high is built next to the receiving track to contain the elevator head, scale, and spouting.

The machinery equipment of the elevator consists of one receiving elevator, 2,000 bushels capacity; one cleaning elevator, 2,000 bushels capacity; one car shovel; one 6-bushel automatic receiving scale, 1,500 bushels capacity; one No. 5 Invincible, compound shake, Double Receiving Separator; one No. 3 Invincible Drier; one 10-inch spiral conveyor over bins; one 10-inch spiral conveyor under bins; a counterbalanced manlift; and complete equipment of spouting, valves, etc. Power is furnished by three 15-horsepower General Electric Motors.

The elevating and conveying machinery was furnished by the Weller Manufacturing Company of Chicago.

## LATEST FOOD SURVEY

Commercial stocks of wheat reported in a survey made by the Department of Agriculture for April 1, 1919, amounted to 155,954,626 bushels. These holdings, reported by 10,264 firms—elevators, warehouses, grain mills, and wholesale dealers—were nearly four times as large as the stocks held by the same firms a year earlier, the actual percentage being 384.9 per cent of the 1918 stocks. The figures refer to stocks actually reported and do not represent the total commercial stocks of the country, nor do they include stocks on farms.

The commercial stocks of other cereals reported for April 1, 1919, according to the Department's statement, were as follows: Corn, 17,374,387 bushels; oats, 56,955,391 bushels; barley, 31,941,421 bushels; rye, 23,235,766 bushels. These stocks represent the following percentages of the corresponding stocks on April, 1918: Corn, 35.8 per cent; oats, 89.6 per cent; barley, 155.3 per cent; rye, 467.6 per cent.

The commercial stocks of flour and cornmeal, as reported for the survey, were: Wheat flour, white, 6,189,256 barrels; whole-wheat and graham flour, 73,882 barrels; barley flour, 43,033 barrels; rye flour, 210,559 barrels; corn flour, 14,130,740 pounds; cornmeal, 51,818,695 pounds; buckwheat flour, 22,-

340,628 pounds; mixed flour, 47,002,755 pounds. These stocks represent the following percentages of the stocks on hand a year ago: Wheat flour, white, 147.3 per cent; whole-wheat and graham flour, 54.4 per cent; rye flour, 74.6 per cent; corn flour, 99.4 per cent; cornmeal, 56.9 per cent; buckwheat flour, 351.6 per cent; mixed flour, 189.4 per cent.

Elevators, warehouses, and wholesale dealers reported stocks of dry edible beans amounting to 7,635,539 bushels, while wholesale grocers and warehouses reported the following commodities in the quantities indicated: Cleaned rice, 135,167,331 pounds; rolled oats, 55,705,160 pounds. These stocks represent the following percentages of the corresponding stocks on hand April 1, 1918: Beans, 152.5 per cent; rice, 155.2 per cent; rolled oats, 161.5 per cent.

IN December the oat crop of western Australia was officially estimated at 2,522,095 bushels (average 15.4 bushels). That was 126,000 bushels more than was figured upon in November, but the February forecast showed a decline to 2,320,640 bushels. The wheat crop, which last December was calculated at 12,032,568 bushels has been reduced to 10,854,066 bushels. Latest estimates of the 1918-19 Australian wheat crop compare thus with the final figures for 1917-18 and 1916-17: 1918-19, 76,080,637; 1917-18, 114,865,514; 1916-17, 152,420,189 bushels. Exclusive of the drought year (1914-15) the above total represents the smallest Australian wheat yield since 1911-12, when the aggregate was 71,636,347 bushels.



# ASSOCIATIONS

## CONVENTION CALENDAR

- May 20-21—Grain Dealers Association of Oklahoma, Oklahoma City.  
 May 23-24—Texas Grain Dealers Association, Galveston.  
 May 27-28—Kansas Grain Dealers Association, Hutchinson.  
 June 18-19—Ohio Grain Dealers Association, Cleveland.  
 June 26-28—Tri-State County Grain Shippers Association, Minneapolis, Minn.  
 July 8—Pacific Northwest Grain Dealers Association, Portland, Ore.  
 July 15—Michigan Hay & Grain Association, Hotel Statler, Detroit.  
 July 16-18—National Hay Association, Hotel Statler, Detroit, Mich.  
 July 18-19—Northwestern Grain Dealers Association, Lewistown, Mont.  
 October 13-15—Grain Dealers National Association, St. Louis, Mo.

## MISSOURI'S NEW SECRETARY

The early demobilization of those army units which were still in this country when the armistice was signed was a fortunate thing for the Missouri Grain Dealers Association. It made available for their secretaryship, M. U. Norton, who has been selected to fill the vacancy made by the resignation of D. L. Boyer.

Mr. Norton's unit was waiting at an Eastern port for embarkation when the end came. Like



M. U. NORTON, MEXICO, MO.  
Secretary Missouri Grain Dealers Association.

thousands of others he was bitterly disappointed, but like a good soldier he took his orders and went home to find the above position waiting for him. He is no stranger to the grain trade although the Missouri field is new to him. For seven years he was traveling solicitor for the E. D. Fisher Commission Company, covering Nebraska, eastern Colorado, and at times traveling in Kansas, Iowa and South Dakota. He is thoroughly familiar with the problems of the country dealer and also knows the points of difference that arise between shippers and receivers so that he should make a valuable man for the Association. The office will be continued at Mexico.

## THE NATIONAL HAY ASSOCIATION MAKES ANNOUNCEMENT

The National Hay Association has experienced one of the most successful years of its history during the year of 1918-19. Therefore, it is the prophecy of the officers that the largest convention ever held by this organization will take place at Detroit, July 16-18, next. At least, a hundred reservations have already been made for members who are going to attend. This is a very early date, but calls for reservations are coming in daily.

This is not the only reason why we think that a large attendance will be had, but 400 new members have been added to the ranks of the Association

during the above mentioned time, and the most important of all is the work that the Association has done. The members will not forget that the committees have been working for the interests of the trade as a whole every minute of the year. The officers have traveled from coast to coast and from camp to camp for the benefit not of one individual, but of all concerned. They have been in conference with the authorities of the Forage Branch time after time for the purpose of bringing about an understanding and rulings that would not work a hardship upon the contractor and yet give the Government a square deal. The officers have also been called upon by the Agricultural Department several times during the year relative to anticipated changes in various lines in the hay trade, and there has never been a time that they have not agreed, which they should do, with the majority opinion of those in the hay business. Your leaders for the year have also watched legislation and worked with the Railroad Administration for the benefit of the trade, although it has been a most difficult task to secure at times the things that have been wanted.

The convention this year will have some of the most influential speakers of the day, will bring out the most important questions that concern the hay trade, and will solve many a difficult problem that is yet to be worked out. Your assistance along this line will be greatly appreciated. There will be promised to you more acquaintances to be made at this meeting than you could possibly make in six months' travel.

Notify J. Vining Taylor, secretary, Winchester, Ind., that you will be present and request him to make a reservation for you at Hotel Statler. Do it today so there will be no chance of your not getting what you want. "Not for Self, but for All."

The Michigan Hay & Grain Association will hold their Summer meeting July 15, Hotel Statler. Come one day early for the National and attend both meetings.

## THE KANSAS PROGRAM

The annual meeting of the Kansas Grain Dealers Association will be held at Hutchinson on May 27 and 28. The sessions will be held in the rooms of the Commercial Club, eighth floor of the Rorabaugh-Wiley Building. The program, so far as announced, will be as follows:

### Tuesday: 9:30 a. m. First Session

Call to order by the President.  
 Invocation.  
 Address of Welcome: H. C. Humphreys, Mayor City of Hutchinson.  
 Response: A. L. Scott, Pittsburg, Kan. Representing the Kansas Grain Dealers Association.  
 President's Annual Address.  
 Secretary's Annual Report.  
 Address: "What We May Expect in the Future," James Robinson, Potter, Kan.  
 Address: "Co-Operation," Chester L. Weekes, Atchison, Kan.  
 General Discussion.  
 Appointment of Committees.  
 Adjournment.

### Tuesday: 2 p. m. Second Session

Address: Hon. P. E. Goodrich, president, National Grain Dealers Association, Winchester, Ind.  
 Address: "Uniform Confirmation Blanks," H. L. Strong, Wichita, Kan.  
 Address: "The Wooden Horse at the Gates of Troy," C. C. Isely, Cimarron, Kan.  
 Adjournment.

### Tuesday Evening: 8 p. m. Third Session

Address: "My Policy During My Administration," J. S. Hart, Chief Grain Inspector.  
 The following subjects will be discussed:  
 (1) Shall We Create a Bureau for the Collection of Loss and Damage Claims.  
 (2) The Risk of Ownership of Grain.  
 (3) What is a Reasonable Buying Margin.  
 (4) Should the Permit System be Discontinued.  
 (5) Amendments to our Trade Rules.

### Wednesday Morning: 9:30 a. m. Fourth Session

Address: Eaton G. Osman, Chicago, Ill.  
 Address: "Our Southwest Problems," L. H. Powell, Wichita, Kan.  
 Address: "Feeds a Side Line," Lee H. Gould, Bucklin, Kan.  
 Address: "The Relation of the Interior Markets to the Country Dealers," Ralph Russell, Hutchinson, Kan.  
 General Discussion.  
 Adjournment.

### Wednesday Afternoon: 2 p. m. Last Session

Secretary's Financial Report.  
 Report of the Auditing Committee.  
 Report of the Arbitration Committee.  
 Report of the Resolutions Committee.  
 New Business.  
 Election of Officers.  
 Adjournment.

## PROGRAM FOR TEXAS CONVENTION

The program for the annual convention of the Texas Grain Dealers Association is practically completed. The meeting will be held at the Hotel Galvez, Galveston, on May 23 and 24.

Among the speakers secured will be D. F. Plazek, zone manager of Kansas City; P. E. Goodrich, president of the National Association; J. Vining

Taylor, secretary of the National Hay Association. A round table discussion promises to bring out many points of interest, and the meeting is expected to be one of the best in the Association's history.

## NEW GRAIN DEALERS LEAGUE

On April 29 grain dealers of Kansas, Missouri, Oklahoma, Texas, Nebraska and Colorado met at the Hotel Muehlebach of Kansas City and formulated the Southwestern Grain Dealers League. The League will co-operate closely with the Southwestern Millers League in improving conditions in the grain trade of the six states represented.

Resolutions were adopted to the effect that profits of country elevator operators be limited to 3



L. H. POWELL, WICHITA  
Secretary Southwestern Grain Dealers' League

per cent on a gross turnover not exceeding \$300,000, and 2 per cent on turnover over and above that amount: That the Grain Corporation be urged to begin on August 1, the payment of 1 cent per bushel a month over minimum to farmers until February 1, to provide an even distribution of the crop: And that the regular terminal elevator charges above minimum be allowed interior elevator operators after August 1.

A committee, composed of C. W. Blueler of Oklahoma; H. B. Dorsey of Texas; C. Z. Aller of Nebraska; E. S. Rea of Kansas; J. J. Culp of Missouri and L. H. Powell and Thad Hoffman of Kansas, was selected to meet with Grain Corporation officials at Kansas City on May 10, to confer on the handling of the wheat crop, and particularly on the disposal of the wheat harvested before July 1.

Thad Hoffman, manager of the Grain Department of the Kansas Flour Mills Company of Wichita, was chosen president; L. H. Powell of Wichita, secretary. Directors, two from each state were selected as follows: Kansas, F. A. Derby, Topeka, and C. B. Warkentin, Newton; Missouri, William Rea, Marshall, and A. H. Meinershagen, Higginsville; Nebraska, C. J. Slater, Lincoln, and E. Bossemeyer, Jr., Superior; Oklahoma, W. L. Randall, Enid, and J. Hutchins, Ponca City. Texas and Colorado delegates will be elected later. The headquarters of the League will be at Wichita.

## NORTHWESTERN ASSOCIATION TO MEET IN JULY

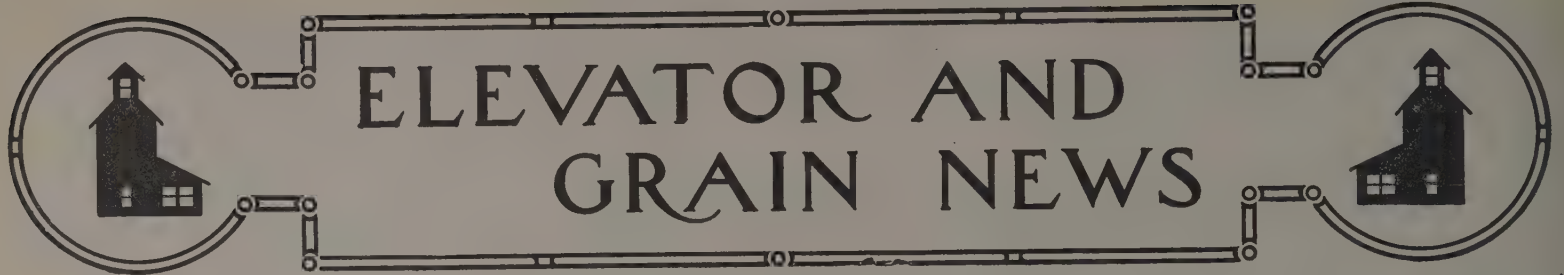
The Northwestern Grain Dealers Association comprising dealers of Montana, Wyoming and Idaho, will hold its annual convention on July 18 and 19 at Lewistown, Mont. The program for the meeting is now being prepared, and it is expected that many speakers of national reputation will be secured.

## CLEVELAND TO ENTERTAIN OHIO DEALERS

"The Grain & Hay Exchange of the Cleveland Chamber of Commerce is looking forward with great pleasure to its opportunity of entertaining the Ohio Grain Dealers Association in Cleveland June 18 and 19. The Hotel Statler will be their headquarters here and nothing will be left undone toward making their visit a pleasant and profitable one."

Knowing something of the Grain & Hay Exchange of Cleveland, this announcement promises much for the social features of the convention. Secretary McCord is at work on the program, and it is safe to predict that in attendance, interest and value the meeting will be a record breaker.





## EASTERN

The elevator at Port Richmond, N. Y., has been enlarged in capacity from 1,000,000 to 5,000,000 bushels, it is reported.

A corn sheller of from 850 to 1,000 bushels' capacity per hour has been installed in the elevator of E. Steen & Bro. at Baltimore, Md.

The White Rock Distilling Company of Connelville, Pa., is remodeling its plant preparatory to going into the grain, hay and feed business.

Roy T. Allen and C. L. Wallace have formed a partnership at Gouverneur, N. Y., as the Gouverneur Milling Company and will soon build and conduct a grain elevator there.

## CANADA

The Dominion Elevator at Deloraine, Man., has been torn down and removed to Saskatchewan.

The Coldstream Branch of the U. F. O., plans upon the construction of a grain elevator at Komoka, Ont.

W. H. Neville of Cottam, Ont., is reported to have sold his grain business at that point to the Cottam Farmers, Ltd.

Parrish & Heimbecker are going to rebuild their elevator at Ft. William, Ont., which recently burned. The plant will have an enlarged capacity.

The Saskatchewan Co-operative Elevator Company will build a corrugated iron warehouse at Regina, Sask. The investment will amount to \$2,000.

An additional storage plant of 2,000,000 bushels' capacity is to be erected at Port Arthur, Ont., for the Saskatchewan Co-operative Elevator Company, Ltd.

A deputation representing the city of Toronto, Ont., recently interviewed the Dominion Agricultural authorities at Ottawa and endeavored to impress upon the Government the need for an elevator to be erected at that city.

## WESTERN

The American Society of Equity is interested in the erection of a grain elevator at Warrenton, Ore.

The elevator of the Farmers Grain & Trading Company at Haxtum, Colo., is to be remodeled and equipped with a 10-ton scale.

The foundation of the Columbia Elevator at Ryegate, Mont., is being reinforced. Louis W. Marquardt is manager.

Incorporation papers have been filed at Nolin, Ore., by the Nolin Elevator Company whose capital stock is \$15,000. They have purchased an elevator there.

Grain growers around Choteau, Mont., are contemplating the erection of a grain elevator at Choteau. It is expected that this plant will be erected this summer.

The Myrick Elevator Company was recently organized at Pendleton, Ore., and has purchased and will operate a grain elevator already there. The firm's stock amounts to \$25,000.

Capitalized at \$25,000 the Fulton Elevator Company has been incorporated at Fulton (Portland p. o.), Ore. The new firm has taken over a grain elevator there and will operate same.

The elevator of the Valier Elevator Company at Valier, Mont., is being improved. The plant will be equipped with a Monitor Cleaner, Richardson Separator, a two-pair high 9x24 feed mill.

Farmers and business men of Ingomar, Mont., have organized there and have purchased the elevator of the Musselshell Valley Grain Company and also the flour mill there. J. A. Hanson is manager.

J. O. Anderson is president; J. C. Neilson, vice-president and J. O. Moore, secretary of the recently incorporated Farmers Equity Milling & Elevator Company of Salina, Utah. Its capital stock is \$50,000.

The Moore Farmers Elevator Company has been organized at Moore, Mont., capitalized at \$15,000. M. O. Burrisson, D. O. McQuin, A. S. Francis, D. V. Coffman, C. A. Robinson, David Bricker and C. W. Stone are interested.

The Hammond Mill Company has disposed of seven of its warehouses on the Mansfield, Wash., branch of the Great Northern Railway to the Milwaukee Grain Elevator Company. The plants are located at Waterville, Alstown, Douglas, Supplee,

Withrow, Mansfield and Coulee City. The combined capacity is 500,000 bushels. George Raymond will have charge of the new properties.

Two elevators of 12,000 and 15,000 bushels' capacity respectively are to be constructed at Richfield and Gooding, Idaho, for Thomas Bros. & Fike.

## INDIANA

The Farmers Mutual Association has purchased the elevator of Rohm Bros. & Co. at Marshall, Ind. Geo. Dooley is manager.

The elevator and mill of the Kingman Grain & Milling Company at Kingman, Ind., has been sold to the Farmers Grain & Milling Company.

Two-thirds interest of J. M. Walker & Son in the elevator and mill of Walker & Crain at Sanborn, Ind., has been purchased by O. L. Barr of Bicknell.

The charter of the Richvalley Co-operative Elevator Company of Richvalley, Ind., has been amended and capital stock increased from \$12,000 to \$25,000.

The Valier & Spies Milling Company has purchased the grain and feed store of H. M. Barlow at Kokomo, Ind. The company will continue operating the store.

The Farmers Co-operative Elevator Company has been incorporated at Spiker (r. f. d. Wabash), Ind. W. E. Moore, W. E. Walker and G. E. Wolf are interested. Its capital stock is \$25,000.

An addition for feed and seed storage is to be erected to the elevator of the Modoc Grain Company of Modoc, Ind. The elevator was recently purchased from C. V. Graft.

C. B. Munday, J. G. Munday and L. A. Parker have incorporated as C. B. Munday & Co., at Gary, Ind., and will operate grain elevator there. Capital stock of the concern is \$5,000.

Lee Hartman, Denver C. Harlan, Henry Bertsch, Omer Kirlin and P. R. Clipe have filed incorporation papers at Pershing, Ind., as the Farmers Grain Company. Its stock amounts to \$50,000.

The elevator at Lapaz, Ind., formerly owned by the W. D. Watson Company has been purchased by the Lapaz Grain Association. The company in addition to wheat and grain will handle foodstuffs.

Work was commenced the last of April on a 25,000-bushel concrete elevator at Walton, Ind., for the Walton Elevator Company of that place. The Polk Genung Polk Company of Chicago has the contract.

John Jackson is president; Jas. Harris, vice-president; Porter Pike, secretary and G. Eliason, treasurer of the Farmers Co-operative Elevator Company of Centerville, Ind. Its capital stock is \$50,000.

The Farmers Co-operative Grain & Livestock Company has been incorporated at Garrett, Ind., capitalized at \$20,000. Frank Yarde, Edward F. Haynes, Miles Weller and Albert King are interested.

C. M. Holsinger, A. B. Ross, G. C. Cochran, D. L. Wright and W. L. Burcaw have incorporated the Farmers Elevator Company at Oakville, Ind. Capital stock is \$15,000. The firm will operate a grain elevator.

Farmers around Sheridan, Ind., have organized and purchased the Arza Smith Elevator at Sheridan. The farmers organization is capitalized at \$50,000. The plant cost them \$14,000. Possession is to be given on June 1.

The Tocsin Farmers Elevator Company has been incorporated at Tocsin, Ind., capitalized at \$25,000. James F. Trullender, William E. Jones, S. M. Wolf, John D. Porter, Raymond G. Wasson and Henry Davison are the directors.

Eugene Hoch, Wm. Thomas, E. L. Gard and Jacob Sailors are the incorporators of the Farmers Co-operative Company which was formed at La Fontaine, Ind., for the purpose of conducting a grain elevator there. Its capital stock amounts to \$50,000.

Incorporation papers have been filed at Yorktown, Ind., by Wm. Stevenson, Alfred G. Ellison, Marion Williams, Geo. Hensler and Wm. K. Gilbert as the Farmers Co-operative Company. The company will conduct a grain elevator. Its capital stock is \$50,000.

Two large elevators of vitrified blocks with cement roof and fireproof floor are to be built at Marion, Ind., for the Marion Co-operative Exchange. The warehouses are to be 25x54 feet of 16,000 bushels' capacity each. The office and scale rooms are

to be of the same material. Julius Stallings is president; Emanuel Stevens, vice-president; Malvin A. Cain, secretary, and M. M. Kilgore, treasurer of the firm.

The Farmers Elevator Company was recently incorporated at Twelve Mile, Ind., with the following on its Board of Directors: Willard Ault, Orville Snell, Fred W. Carson and Arthur C. Early. The capital stock of the firm is \$20,000. The concern will operate elevators.

## MINNESOTA AND WISCONSIN

Extensive repairs are being made to the elevator of the Farmers Elevator Company at Dassel, Minn.

A large addition is being built to the elevator of the Farmers Grain Exchange Company of Hector, Minn.

The Wolfe Lumber Company at Richfield, Wis., has been taken over by the Armour Grain Company.

James Malone has purchased the elevator, feed store and flour store of A. J. Thoftne at Soldiers Grove, Wis.

W. G. Orht disposed of his half interest in the grain and lumber business at Dodgeville, Wis., to Roy Salzmann.

The elevator of the Ervin Company at St. Cloud, Minn., is to be rebuilt. The new plant will cost between \$25,000 and \$30,000.

An elevator and mill is being installed at Withee, Wis., for F. Pamerpin, representative of the American Co-operative Association.

The elevator located at Freeport, Minn., formerly conducted by Moritz Hoeschen has been rented by Farmers Company of that place.

The elevator situated at Durand, Wis., formerly owned by J. J. Black of Chippewa Falls, Wis., has been purchased by L. S. Lieffring.

Work is to be started soon on the new elevator of the Dahl Elevator Company at Minneota, Minn. The plant will be ready by mid-summer.

The Farmers Elevator at Kensington, Minn., has been reorganized on the co-operative basis. The firm will build a new elevator. C. E. Higbie is manager.

A coal elevator costing \$15,000 is to be built at Blue Earth, Minn., for the farmers of that locality, operating a grain elevator now at Farmers Elevator Company.

The capital stock of the Farmers Elevator Company at Beardsley, Minn., has been increased and a 40,000-bushel elevator is to be built. The company will operate as a co-operative concern.

A farmers organization has been completed at Goodridge, near Thief River Falls, Minn., which will operate under the name of the Farmers Elevator & Milling Company. It is capitalized at \$25,000.

Efforts are being made to interest farmers around Ulen, Minn., in the organization of a co-operative elevator company. If plans are completed the company will purchase a grain elevator already there.

The Williams Elevator at Beaver Dam, Wis., is now the property of Bert Williams exclusively. The plant was originally owned by T. F. Williams who two years ago sold it to his brother, J. C. Williams.

The Averill Farmers Elevator Company of Averill, Minn., will build a 25,000 or 30,000-bushel elevator. Its capital stock is \$10,000. C. M. Rangseth is president and Nels J. Larson, secretary of the firm.

E. M. Evans is president and secretary; H. M. Schvel, vice-president of the Farmers Elevator Company of Middle River, Minn., which was recently incorporated there. Its stock amounts to \$12,000.

A new elevator is to be built at Hopkins, Minn., for the Pacific Elevator Company. This firm's elevators at Wood Lake and Hanley Falls are being torn down and lumber moved to Hopkins for the new plant.

James C. Murphy is president; Chas. Sell, vice-president; C. C. Hastings, secretary, and Adam Horsch, treasurer of the Farmers Co-operative Elevator Company which was incorporated at Delano, Minn., recently. The firm is capitalized at \$30,000. An elevator is to be erected on the railroad right-of-way.

The Beltrami Elevator & Milling Company of Bemidji, Minn., have plans ready for the construction of a new elevator replacing the one which was



burned last month. The new building will cost between \$25,000 and \$30,000. The contract will be let in the near future. Meanwhile the company is operating in the warehouse of Morris Kaplan.

The Hunting Elevator Company property at Adams, Minn., is to be remodeled and overhauled. A new office is to be built and repairs made to the elevator proper and new cement floor put in all of the coal sheds.

Farmers in the neighborhood of Gary, Minn., have been organizing recently a co-operative grain company to build and operate a grain elevator there. The plant will be affiliated with the Equity Co-operative Exchange of St. Paul, Minn.

The Monarch Elevator at Little Falls, Minn., has been taken over by Barney Burton and several other parties and will be converted into a coal and wood yard. The elevator will in all probabilities be razed and the lumber used for other purposes.

The building permit has been granted the Consolidated Elevator Company of Duluth, Minn., for a reinforced concrete grain elevator costing about \$187,769. The Barnett & Record Company has the contract for this addition to the Consolidated plant.

During the first part of April the Farmers Co-operative Elevator Company was organized at Ruskin (mail Faribault), Minn. David Purfeerst is president; William Sheppard, vice-president; J. W. Stoops, secretary and treasurer; Otto Tatge and Frank Friesen, directors.

Christ Madson is president; James Larson, treasurer; G. O. Benson, J. M. Herberg, K. J. Skavdahl, Albert Gilbertson, N. J. Enger, A. O. Serum and C. L. Sulerud directors of the recently incorporated Halstad Elevator Company of Halstad, Minn. Its capital stock amounts to \$20,000.

#### THE DAKOTAS

A modern elevator is to be constructed at Spencer, S. D., by J. E. Ryan.

The Halstad Elevator Company at Hillsboro, N. D., is to be conducted on the co-operative basis in the future.

The Farmers Elevator Company's plant at Labolt, S. D., is being equipped with new power, legs and additional machinery.

Improvements are being made to the elevator establishment of the Farmers Elevator Company at Watertown, S. D.

The interest of the late Alex M. Ford in the Community Flour & Grain Company at Park River, N. D., has been taken over by H. E. Replogle.

The Equity Elevator at Bremen, N. D., a portion of which burned not so long ago, is being overhauled and repaired by Nelson & Nelson of Minot.

A new elevator is to be constructed at Cathay, N. D., for the Cathay Farmers Co-operative Elevator Company. The contract for this plant has been let.

The contract has been let by the milling firm located at White Lake, S. D., for the construction of a modern elevator of 25,000 bushels' capacity to be completed by July 15 of this year.

Extensive improvements are being made to the plant of the Farmers Union Elevator Company of New Salem, N. D. Provision is made for the erection of 19 bins with capacity of 7,000 bushels.

The property of the South Dakota Grain Company at Sioux Falls, S. D., has been taken over by John Kayser, Sr., and his son Edward Kayser who has been secretary of the firm for a number of years.

The grain elevator and machinery business formerly conducted at Fingal, N. D., by the Fingal Grain Company, owned by the C. E. Batcheller Estate, has been sold and will in the future be conducted by the Grain & Implement Company.

Stockholders of the Norway Spur Equity Exchange, Norway Spur (mail Oakes), N. D., have made plans for the erection of a new elevator there. The old building will be torn down. The new elevator is to have a capacity of 30,000 bushels.

The Farmers Elevator Company of Noonan, N. D., has let the contract for the erection of a modern elevator consisting of 31 bins and with a capacity of 40,000 bushels. The plant will be equipped with modern grading and cleaning machines and will cost \$30,000. The plant will be completed by August 1.

P. S. Tiedeman, C. Tiedeman and R. J. Thies who have operated heretofore at Verona, LaMoure County, N. D., as the Verona Grain & Fuel Company, have dissolved the partnership which has existed. The grain business and elevator conducted by this partnership will in the future be conducted by R. J. Thies under the old name.

The Excelsior Mills Company of Yankton, S. D., has purchased two "Trapp" Combination Auto Truck and Wagon Dumps for installation in their elevator at Yankton; G. M. Brenner of Worthing, S. D., has purchased one; Farmers Union Co-operative Company of Yankton, S. D., one "Trapp" Auto Truck Grain Dump; Thompson-Lewis Company of Vermillion, S. D., one "Trapp" Auto Truck Dump; Hartford Grain Company of Hartford, S. D., one

"Trapp" Auto Truck Dump; McCaull Webster Elevator Company of Vermillion, S. D., one; Farmers Co-operative Company, Vermillion, S. D., one "Trapp" Auto Truck and Wagon Dump. All purchased from the manufacturer of the "Trapp" Auto Truck Grain Dump, the Trapp-Gohr-Donovan Company, of Omaha, Neb.

The old elevator at Alpena, S. D., which is one of the landmarks of that town is being torn down. The elevator was built in 1888 and was known as the Farmers Elevator. The new elevator which will replace this will be modern with capacity of 25,000 bushels; will be equipped with automatic dump, weigher, modern dumps, etc.

#### IOWA

A new elevator is to be built at Patterson, Iowa, by Roy Potter.

The Carson & Ploghoft Elevator at Red Oak, Iowa, has been purchased by Chas. Redmon.

A new elevator is being erected at Clarion, Iowa, for the Farmers Co-operative Elevator Company.

The Farmers Elevator Company located at Ellsworth, Iowa, is reorganizing under the co-operative plan.

An office has been opened at Estherville, Iowa, by the Slaughter-Burke Grain Company of Sioux Falls, Iowa.

The elevator of T. S. Cathcart Sons at Reinbeck, Iowa, has been taken over by the Central Lumber Company.

The grain and coal bins of Steer & Wright at Braddyville, Iowa, have been sold to McClaron & McCurdy.

The Jackson Grain Company has sold its elevator at Fairfax, Iowa, to Hatch & Brookman of Central City.

The Breda Elevator at Carroll, Iowa, has been purchased by A. F. Loeltz who has charge of the plant now.

W. D. Schreckloth has let the contract for a 15,000-bushel cribbed addition to his elevator at Gladbrook, Iowa.

The old building of Gilchrist & Co., at McGregor, Iowa, has been torn down and will be replaced by a new plant.

The elevator of the West Branch Feed & Grain Company at Centerville, Iowa, has been sold to a farmers union.

An addition is to be built to the elevator of F. C. Peterson at Halfa, Iowa. An automatic scale is to be installed.

The W. H. McDowell Elevator at Alexander, Iowa, has been purchased by C. G. Schulte of Thor. Possession has been given.

D. Milligan & Co., of Jefferson, Iowa, have bought the grain elevators of L. H. Dohrman at Farnhamville and Easley, Iowa.

D. N. Coulan has purchased from Thomas Cashman the elevator at Goodell, Iowa. Mr. Cashman has been in business for 18 years.

Farmers in the vicinity of Buckingham, Iowa, are organizing and will either purchase a grain elevator already there or build a new one.

A new elevator is to be constructed at Berne (r. f. d. Ute), Iowa, for the Berne Elevator Company. Bids were received until April 20.

A storehouse to be used as an elevator is to be erected at Hickory Grove (no p. o.), Iowa, by the Co-operative Elevator Company of Grinnell.

Wm. Jones is president; F. J. Kubek, vice-president; A. Caslavka, secretary-treasurer of the Farmers Elevator Company of Clutier, Iowa. Its capital stock is \$15,000.

Half interest of Geo. Hopkins in the grain business at Cumberland, Iowa, has been sold to H. D. Mutersbaugh. The new firm will operate as Hopkins & Mutersbaugh.

The Berryman & Elliot Company of Aurora, Iowa, has sold its elevator and coal sheds to the recently organized Farmers Union. The firm will handle grain, coal, livestock, etc.

The Burrell Engineering & Construction Company is to build a Davenport, Iowa, for the Merchants' Elevator Company a new elevator of 250,000 bushels' storage capacity. It will be of concrete construction.

A new warehouse and office is to be built to the plant of the Farmers Elevator Company at Marion, Iowa. The building will be 40x100 feet and will include general offices, directors' room and storage room.

Metcalf & Cannon of Paulina, Iowa, whose elevator there burned some time ago, has let the contract to the Burrell Engineering & Construction Company for a new 100,000-bushel elevator of concrete construction.

The Kunz Grain Company of Wesley, Iowa, has bought from the Trapp-Gohr-Donovan Company of Omaha, Neb., a "Trapp" Auto Truck and Wagon Dump for installation at Anita, Iowa; The Mystic Milling Company of Sioux City, Iowa, has pur-

chased one for its elevator; James Fender & Son of Carson, Iowa, has bought one; C. E. Lowry & Sons of Cushing, Iowa, one for their elevator; and The Replogle Company of Red Oak, Iowa, one for its elevator.

Incorporation papers have been filed for the Epworth Equity Corporation of Epworth, Iowa. The firm will handle grain, lumber and implements. Capital stock is \$20,000. Chris Baier, John T. Simpson and D. M. Wright are interested.

A grain elevator of concrete construction and with capacity of 100,000 bushels is being erected at Sioux City, Iowa, for the Mystic Milling Company, adjoining its Leeds Mill. The total storage capacity of the plant when this is completed will be 500,000 bushels.

The Farmers Elevator Company of Marcus, Iowa, has let the contract for a 35,000-bushel elevator, cribbed and iron clad, with 12 bins, two legs, a 15-horsepower motor, a 1,500-bushel Richardson Automatic Scale, 10-ton Fairbanks Truck Scale with type registering beam; warehouse to be used for seed and feed.

The Dakota County Farmers Grain & Supply Company has been incorporated at Dakota City, Iowa, with W. H. Berger its first president. The company is capitalized at \$30,000. The elevator which the firm will build is to have a capacity of 20,000 bushels. E. H. Gribble is vice-president; Elmer Bierman, secretary; N. G. Leamer, treasurer.

#### SOUTHERN AND SOUTHWESTERN

A new elevator is to be erected soon at Central City, Ky., for the Cohen Bros.

The elevator at Gibbon, Okla., of the Red Star Mill is being rebuilt and remodeled.

A company is to be organized at West Palm Beach, Fla., to build a grain elevator.

C. C. Cowan, a grain dealer of Tulia, Texas, will construct a grain elevator at that place.

Bradford & McConnell have opened for grain business at Cisco, Texas, as the Cisco Grain Company.

The Patton & Reardon's elevator at Texahoma, Okla., has been purchased by the D. T. Wadley Grain Company.

The Lyle-Taylor Grain Company has purchased the plant of the Brandon Mill & Elevator Company at Decatur, Ala.

J. B. Jones' holdings in the McQueen Grain & Coal Company at Hereford, Texas, have been purchased by John W. Sherman.

A grain elevator, 22x22x24 feet, is being constructed at Dilworth, Okla., for C. A. Rollins. Machinery equipment has been added.

The Choctaw Grain Company of Oklahoma City is building a new elevator at Okeene, Okla. The plant is ready for installation of machinery.

The R. H. Brennan Grain Company's elevator at Longdale, Homestead and Fairview, Okla., has been purchased by W. B. Johnston of Enid, Okla.

The old house of the Goltry Grain Company at Burlington, Okla., has been purchased by T. Kurtz and will be repaired and overhauled by him.

A retail store is to be opened at Fort Smith, Ark., for the Inter-State Grain Company to be conducted in connection with their other business.

Wm. Schultz, U. G. Valentine and H. M. Simon have incorporated at Carrier, Okla., as the Carrier Mill & Elevator Company. Its capital stock is \$20,000.

T. W. Elkin, J. E. Henson and others have incorporated at Meridian, Miss., as the Elkin-Henson Grain Company. Capital stock of the firm is \$10,000.

The Farmers Co-operative Association of Dublin, Ga., has plans nearly completed for the erection of a new elevator there. C. H. Kittrell is president of the firm.

The Clinton (Okla.) Elevator Company recently was organized capitalized at \$25,000. The firm is to build a grain elevator although it will not be this season.

M. Wildeman, H. G. Camp and B. C. Ross have incorporated at Houston, Texas, as the Wildeman-Ross Company. The capital stock of the firm totals \$150,000.

S. G. Ambrister and Ira Wheeler of Norman, Okla., have purchased the Keel Elevator at Lindsay, Okla. The plant will be under the management of Mr. Wheeler.

At Kiowa, Okla., the Public Service Gin & Elevator Company has been incorporated capitalized at \$25,000. H. G. Hancock, R. W. Vaughn and R. L. Simpson are interested.

Incorporation papers have been filed at Hitchcock, Okla., as the Farmers Elevator Company. Its stock is \$20,000. D. A. Drake, M. Musselman and John W. Dewen are interested.

The Joe Daniel Mill & Elevator Company recently incorporated at Little Rock, Ark., by Joe Daniel of the J. F. Weinmann Milling Company has made plans for the erection of a grain elevator at East



Little Rock, it is reported. The capital stock of the firm is \$100,000. D. J. Daniel, D. H. Echols, A. C. Huddleston and Tom J. Terral are the others interested in the firm.

The Quapaw (Okla.) Mill & Elevator Company was recently incorporated by A. W. Price, Roy C. Crosden and M. K. Douthat. The capital stock of the organization is \$50,000.

R. A. Frame, M. V. Frame and M. E. Brase have incorporated at Bluefield, W. Va., as the Frame Bros. & Co. The firm will handle grain and feed. Its capital stock amounts to \$25,000.

The Champion Grain Company of Brownsville, Texas, has changed its name to the Champion Wholesale Grocery Company and increased its capital stock to \$25,000 from \$10,000.

C. L. Spencer Son, Inc., of New Bern, Va., were recently incorporated to handle grain, hay and feed. C. L. Spencer and L. M. Swindell filed the incorporation papers. The capital stock is \$50,000.

The Elevator "B" of the Blackwell Mill & Elevator Company at Blackwell, Okla., is being rebuilt. New structure will be fireproof and of greater capacity than the one which burned a while ago.

The Riverside Elevator at Memphis, Tenn., has been sold to W. C. Early, a Memphis grain man. The consideration was placed at \$62,000. Mr. Early will use the plant for private and public grain storage.

A reinforced concrete grain elevator and mill is to be built at Amarillo Texas, for the Oklahoma City Mill & Elevator Company. The plant will cost between \$250,000 and \$300,000. Capacity of the elevator is to be 500,000 bushels.

A grain elevator and mill of reinforced concrete is to be constructed at Oklahoma City, Okla., for the Oklahoma City Mill & Elevator Company. Its capacity will be 500,000 bushels. The plant will cost from \$250,000 to \$300,000.

The F. & L. Flour, Feed & Grain Company has let the contract to the Burrell Engineering & Construction Company of Kansas City for a \$62,000 elevator and mill. The elevator will have concrete storage bins and will be located at Shawnee, Okla.

A 12,000 bushel elevator at Davidson, Okla., has been purchased by the Kell Milling Company of Vernon, Texas. The mill company has also acquired elevators at Tolbert, Medicine Mound, Evans Switch, Washburn and Chillicothe, Texas. The latter is to be improved. Two new elevators are to be built, one at Kirkland, Texas.

#### OHIO AND MICHIGAN

The Painesville (Ohio) Elevator Company has increased its capital stock from \$20,000 to \$100,000.

Capitalized at \$75,000 the Owosso Elevator & Lumber Company has been incorporated at Owosso, Mich.

Plans are under consideration for the organization of a co-operative elevator company at Birmingham, Ohio.

Capital stock of the Farmers Grain & Seed Company at Grelton, Ohio, has been increased from \$8,000 to \$40,000.

The capital stock of the Holgate Grain & Supply Company at Holgate, Ohio, has been increased from \$15,000 to \$40,000.

A co-operative company is to be organized at Eckford, Mich., for handling grain and operating a grain elevator there.

John C. Hicks has made the announcement that his elevator at St. Johns, Mich., which burned one year ago is to be rebuilt.

The grain elevator business of A. M. Courtwright at Cecil, Ohio, has been taken over by the Cecil Equity Exchange Company.

The Three Rivers Co-operative Association of Three Rivers, Mich., has made plans for the erection of a steel elevator there.

The Laing Elevator at Delphos, Ohio, has been purchased by Samuel Hessian, owner of the grain elevator at Middlepoint, Ohio.

The Vanlue Grain & Supply Company of Findlay, Ohio, has changed its charter increasing the capital stock from \$25,000 to \$75,000.

A co-operative company to build an elevator and handle grain, lumber and feed is to be constructed at Rockford, Mich., by farmers of that vicinity.

Samuel Dull, E. E. Baker and Lona Baker have incorporated at Laura, Ohio, as the Laura Grain Company. Its capital stock amounts to \$1,000.

Farmers around Rawson, Ohio, have organized the Rawson Co-operative Elevator Company. D. B. Solt is temporary chairman and E. W. Burkett, secretary.

E. C. Price and others have incorporated at Eaton, Ohio, under the name of the Buckeye Elevator & Grain Company. The company's stock amounts to \$100,000.

The D. M. Detrick elevators situated at Brookville and Dodsonville, Ohio, have been purchased by F. A. Kilmer and O. E. Baker who will operate

as Baker & Kilmer. Mr. Kilmer will have charge of both elevators. Mr. Detrick, retiring owner, has been in ill health following an attack of influenza and has been unable to devote much time to the business.

C. E. Kintner and Ed Myers have sold their elevator at Ney, Ohio, to the recently organized Farmers Co-operative Grain Company. The consideration was \$14,000.

Farmers around Isleta, Ohio, are interested in the proposed organization of a Farmers Co-operative Grain Elevator Association. No definite plans have as yet been formed.

Robert J. Prentice, Jacob S. Hermann, A. V. Kane and others have incorporated at Cincinnati, Ohio, as the Cincinnati Elevator & Grain Company. Its stock amounts to \$20,000.

The property of Ed. Barber at Ashley, Ohio, has been taken over by the Co-operative Mill & Elevator Company. Will take possession on June 1, and will erect elevator and flour mill.

The Wooster Grain & Seed Company has been incorporated at Wooster, Ohio, by Chas. E. Taylor, David L. Edwards, Leonard F. Mason and T. Edward Stein. The capital stock is \$100,000.

Capitalized at \$30,000 the Uniopolis Grain Company has been incorporated at Uniopolis, Ohio. E. A. Faler, W. E. Miller, Frank Shepline, C. M. Grover, F. E. Naus and Roy Shaw are interested.

The Brighton Farmers Elevator Company of Brighton, Ohio, has opened a warehouse at Wellington, Ohio, at the Wheeling & Lake Erie Station. Walter R. Shepard will be manager in charge.

The Deshler Farmers Elevator Company of Deshler, Ohio, has awarded the contract to the Polk Genung Polk Company of Chicago, for new modern 25,000-bushel grain elevator to be built at Custer, Ohio.

The elevator at Mercer, Ohio, owned by the J. G. Dysert Company, has been purchased by Carl Bayman a member of the firm of Bayman & Co., which was succeeded by the Cook & Stayman Grain Company.

The Farmers Grain & Feed Company was recently incorporated at St. Paris, Ohio. J. G. Heaston, G. G. Jones, W. A. Nixon and F. C. Batdorf are interested. The capital stock of the firm is \$10,000.

Wm. Salen & Co. of West Salem, Ohio, have dissolved as a company. They have for many years operated a grain elevator there. This company is succeeded by The West Salem Equity Exchange Company.

At a recent stockholders' meeting of the Central Erie Supply & Elevator Company of Bloomville, Ohio, the capital stock was advanced from \$15,000 to \$30,000. One hundred and fourteen new stockholders were also admitted, bringing the total to 264.

Mead & Woodward of Norwalk, Ohio, have disposed of their 10,000-bushel elevator at Hartland Station to the Farmers Exchange which was recently organized by farmers of that neighborhood. The Mead & Woodward firm operated the plant for 13 years.

The elevators at Shinrock and Ceylon (Huron P. O.), Ohio, are to be conducted by the recently organized Shinrock Elevator & Supply Company on the co-operative basis. The elevator at Shinrock, the headquarters of the new firm, was for years operated by John C. Hoffman who will now retire from the grain business. The elevator at Ceylon was formerly operated by the Berlin Heights Fuel Company. The Berlin Heights firm will devote its entire time to the feed mill and coal business at Berlin Heights.

#### ILLINOIS

The J. C. Pierce Elevator at Malta, Ill., is now the property of D. L. Mombray.

Wood Bros. & Co. have sold their elevator at Gifford, Ill., to Jacob Johnson.

A new grain elevator is being erected at St. Charles, Ill., by M. A. Joshel of Geneva.

The W. J. Roller Elevator at Newman, Ill., has been taken over by Amiel Wiese of Chicago.

F. E. Barbee & Co. have sold their elevator at Glenarm, Ill., to the Glenarm Elevator Company.

The Ludlow Elevator Company located at Ludlow, Ill., is building a new 20,000-bushel oats house.

A grain house will be constructed on the old Union County Mill site at Anna, Ill., by Jos. Mayr, Jr.

A new 60,000-bushel elevator is to be erected at Roanoke, Ill., for the Roanoke Farmers Association.

C. A. Stout & Co., of Cerro Gordo, Ill., have sold their grain elevator at Milmine, Ill., to the Milmine Grain Company but are still operating the elevator at Cerro Gordo.

Wesley Hull and several other farmers have made plans for the construction of another grain elevator at Hull, Ill. The company will operate as the Farmers' Elevator and will handle feedstuffs,

grain, etc. Construction of a new elevator, cribs and coal sheds will be started in the immediate future.

A 10,000-bushel addition is to be built at Dunkel, Christine County, Ill., for the Dunkel Grain Company.

The elevator located at Medora, Ill., has been sold by Frank Shultz to the Burne Bros. of Chesterfield.

Overhauling has been practically completed on the elevator of the Sadorus Grain Company at Sadorus, Ill.

Improvements are being made to the elevator of U. B. Shearer at Steward, Ill. A new motor is also being installed.

Pierce Carey & Co., of Symerton, Ill., now operate the elevator formerly owned by the Farmers Elevator Company.

The Schumaker Bros. of Altamont, Ill., are rebuilding their elevator; new driveway and dump will be installed.

A grain elevator to be conducted as a farmers organization is to be constructed in the very near future at Cuba, Ill.

The Hartsburg, Ill., elevator formerly owned by A. E. Rodenback has been taken over by Rudolph H. and Geo. W. Coorts.

Interest in the grain and coal business in the Strong Elevators at Earlville and Rollo, Ill., has been bought by G. A. Cope.

The capital stock of the Nokomis Farmers Co-operative Company located at Nokomis, Ill., has been increased from \$20,000 to \$25,000.

The Munday Elevator at Butler, Ill., has been purchased, it is reported by Frank Ware. He will continue business in this elevator.

A new feed house, of concrete construction and rat proof, is to be built at Bloomington, Ill., for the Danvers Farmers Elevator Company.

J. B. Porterfield of Deland, Ill., is building an addition of 20,000 bushels' capacity. It is equipped with automatic scale and a new gas engine.

A 20,000-bushel addition has been erected to the plant of Wiedlocher & Son of Springfield, Ill. Concrete construction; equipped with electric drive.

A modern elevator is being erected at Carthage, Ill., for Jas. McCarty, whose elevator burned. Its capacity is to be 24,000 bushels; will cost \$14,000.

The Hanna City (Ill.) Farmers Elevator Company is building a new grain elevator there costing \$20,000. A new feed mill has been completed.

A concrete elevator is to be built at Fidelity, Ill., for the Fidelity Co-operative Grain Company replacing the frame structure. The new elevator will cost \$17,000.

The Kirkland, Ill., elevator, coal business, etc., was recently purchased from Geo. Banks of Irene by Rosenstiel & Co., of Freeport. Possession was given on April 1.

The Knollenberg Milling Company of Quincy, Ill., is planning to build a grain elevator at a nearby country station with capacity of between 4,000 and 6,000 bushels.

Capitalized with stock of \$20,000 the Milford Grain Company recently filed incorporation papers at Milford, Ill. L. T. Hutchins, W. W. Evans and F. S. Yant are interested.

Mr. Donaldson has sold his elevator located at Lintner, Ill., to the American Grain Company at public auction. A Gregory is general manager with headquarters at Decatur.

E. W. Crow & Co., of Bluemound, Ill., has contracted for the erection of a new 45,000-bushel ear corn warehouse with new dump and driveway. An electric drive is to be installed.

The Milmine, Ill., elevator of Harrison & Ward has been sold to the Milmine Elevator Company. The Harrison & Ward firm have purchased the elevator at Craig, from C. L. Smith.

A 15,000-bushel wooden elevator, to be used for river shipments only, is to be built at Crooked Creek, Ill., for Schultz-Baujan & Co. of Beardstown. It will be operated by power from a gas engine.

Bruce L. Shaw, Ed. J. Achenbach, Henry E. Fesser, Fred Lehr and Andrew Gasell are the incorporators of the Farmers Grain Company of Bulpitt (r. f. d. Taylorville), Ill. Its stock is \$20,000.

Capitalized at \$100,000 the Farmers Elevator & Supply Company has been incorporated at Morrison, Ill. S. J. Craig, R. A. Norriss, E. F. Hoover, S. N. James and Jos. Bush are interested.

A new farmers grain elevator company has been organized at Plymouth, Ill. The capital stock of the firm is \$10,000. John F. Hedgecock is one of the principal promoters of the enterprise.

Incorporation papers have been filed at Colmar, Ill., by Morris Williams, Henry Clark, Chas. J. Webb and J. Bert Bushnell as the Colmar Farmers Elevator Company. Its stock amounts to \$20,000.

The Farmers Grain Company has been incorporated at Clarksdale, Ill., capitalized at \$20,000 to handle grain and farm products. J. J. Achenbach,



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L. T. Ensminger, Geo. W. Parrish, C. T. Neer, Jacob Craig, A. R. Taylor and Wm. R. Harvey are interested.

T. E. Hamman of Milmine, Ill., who sold his grain elevator at Cerro Gordo, Ill., last August and went to California has returned and is looking for a new location in which to re-engage in the grain business.

The Farmers Elevator Company, operating at Butler, Ill., has awarded the contract for a 20,000-bushel elevator of concrete construction. It will be equipped to handle ear corn and will be equipped with an electric drive.

Articles of incorporation have been filed at German Valley, Ill., for the German Valley Farmers Grain Company. Capital stock of the firm is \$20,000. Incorporators are: Lewis Fosha, Jacob Wessels and Geo. Denekes.

A 15,000-bushel concrete elevator is to be built at Bridgeport, Ill., for the Farmers Elevator Company of that town. It is to be of concrete construction; also a two-story warehouse, 50x100 feet; equipped with electric drive.

The Farmers Elevator Company of Farmersville, Ill., has let the contract for the erection of a 35,000-bushel concrete ear corn elevator, equipped with an electric drive. It is to be equipped with Skillin & Richards Manufacturing Company machinery.

The Quaker Oats Company of Chicago, Ill., has equipped each of its plants at Trent, S. D., Egan, S. D., and Anthon, Iowa, with a "Trapp" Combination Auto Truck and Wagon Dump, manufactured by the Trapp-Gohr-Donovan Company of Omaha, Neb.

Incorporation papers have been filed at Ipava, Ill., by the Ipava Farmers Elevator Company. Its capital stock is \$30,000. Carl Marshall, Edward Holmes, B. C. Stoops, B. J. Fleming, Otis Porter, C. J. Baumgardner and William Roddis are interested.

An elevator costing \$20,000 will be erected at Carrollton, Ill., for the Farmers Elevator Company. The elevator will be cylindrical in form of reinforced concrete and will be divided into nine bins. It will be operated by power from three electric motors.

## MISSOURI, KANSAS AND NEBRASKA

A co-operative elevator company is under course of organization at Colony, Kan.

The Frank A. Cline Elevator at Amoret, Mo., has been purchased by James Braden of Amsterdam.

A large grain elevator is to be constructed at Alliance, Neb., by Rufus Jones.

The Kansas Flour Mills' elevator at Tescott, Kan., is being overhauled and remodeled.

Clary & Clary of Clearmount, Mo., will rebuild with a capacity of 6,000 or 7,000 bushels.

H. R. Tankersley & Co. have been succeeded at Hunnewell, Kan., by the Farmers Grain Company.

J. A. Hillyard has purchased the elevator of the H. B. Wheaton Grain Company at Montezuma, Kan.

Two new 900-bushel bins have been added to the plant of the Farmers Grain Company at Galva, Kan.

The capital stock of the recently incorporated Farmers Elevator Company at Burlington, Kan., is \$20,000.

The C. J. Nickerson Elevator at Waverly, Neb., has been purchased by C. Wilson and the R. E. Teitz Company.

A new elevator is to be constructed at Sweet Springs, Mo., for the Farmers Grain & Elevator Company.

The Co-operative Grain & Mercantile Company has been incorporated at Shook, Kan., capitalized at \$20,000.

A frame, steel-covered elevator of 16,000 bushels' capacity is to be built for the Farmers Union of Wellsville, Kan.

A new elevator is to be built at Kincaid, Kan., for Hensley & Brosius. The plant will be 24x24 and 45 feet high.

A 100,000-bushel elevator will be erected at Schuyler, Neb., for the Wells-Abbott-Nieman Company at a cost of \$50,000.

Construction work has been completed on the Arnold Elevator at Cairo, Kan. It has a capacity of 50,000 bushels.

Capitalized at \$25,000 the Anthony Farmers Co-operative Elevator Company has been incorporated at Anthony, Kan.

The Farmers Union Co-operative Association and the Farmers Elevator Company of Deweese, Neb., have consolidated.

The Southwest Grain Company's elevator at Ely (r. f. d. Larned), Kan., has been bought by the Pawnee County Grain & Supply Company.

Plans are under consideration by the Norris Grain Company of Kansas City, Mo., for the construction of an additional elevator of 1,000,000 bushels' capacity.

This will double the present Norris capacity. It will be of concrete construction and will be ready for occupancy by September 1.

The Farmers Union at Sabetha, Kan., is considering building an elevator costing \$15,000. Geo. Hook is interested.

Farmers around Bellflower, Mo., have organized a co-operative elevator company. Its capital stock amounts to \$20,000.

The Astroth & Wiemer Elevator at Wright City, Mo., has been purchased by the Hickory Grove Township Farm Club.

Farmers around Chilhowee, Mo., have organized a company, capitalized at \$20,000. The firm will build an elevator there.

The elevator at Friend, Neb., has been taken over by the Farmers Grain Company. The plant will be operated this season.

John Westhoff's elevator at Lewis' Mill, Glasgow, Mo., has been purchased by the recently organized Farmers Union.

Farmers have purchased and will operate the grain elevator at Shelton (Columbus p. o.), Neb., formerly owned by M. G. Lee.

P. C. Funk is president and H. H. Funk secretary of the Funk Grain & Elevator Company recently incorporated at Funk, Neb.

A 45,000-bushel elevator is to be built at West-point, Neb., for the Farmers Co-operative Company. Construction is to be started at once.

Capitalized at \$15,000 the Farmers Elevator Company has been incorporated at Americus, Kan., to either build or buy an elevator there.

A. L. Finley's elevator at Tipton, Mo., has been purchased by the Farmers Elevator Company. The latter firm was just recently organized.

The Farmers Elevator Company of Harper, Kan., has awarded the contract for a 20,000-bushel elevator of reinforced concrete construction.

A new grain elevator of 20,000 bushels' capacity and costing \$25,000 is to be constructed at Bavaria, Kan., for the Farmers Co-operative Union.

The Mayview (Mo.) Farmers Association has purchased the elevator of the Eagle Mill & Elevator Company. Possession was given on May 15.

A stock company of which M. O. Mowery is president has purchased the Farmers Elevator at Luray, Kan. The farmers company is out of business.

The elevator of W. D. Konantz at Arcadia, Kan., has been purchased by the Kelso Grain Company. The company will make repairs on the elevator.

The contract has been let by the Coleson-Holmquist Company of Magnet, Neb., for a 23,000-bushel elevator. The plant will be of cribbed construction.

Capitalized at \$10,000 for the purpose of buying and selling grain, livestock, etc., the Farmers Co-operative Association was organized at Fairmount, Neb.

The Farmers Lumber & Grain Company has been organized at Howells, Neb. Henry Burenheide is president; Emil M. Brodeckey, secretary of the concern.

A grain elevator 125 feet high of concrete and steel construction, is to be built at Tebbetts, Mo., for David J. Rootes. The capacity will be 100,000 bushels.

A 30,000-bushel elevator is to be constructed at Colon, Neb., for the Nye, Schneider, Fowler Company. It will consist of nine tanks of concrete construction.

The Farmers Union of Lamont, Kan., has let the contract to the Burrell Engineering & Construction Company of Chicago, Ill., for a 20,000-bushel concrete elevator.

F. Jungerman, Louis Seibert, H. H. Stolberg, J. E. Coulter and J. M. Deal have incorporated at Mt. Leonard, Mo., as the Mt. Leonard Farmers Elevator Company.

The Moore-Lawless Company of Leavenworth, Kan., is planning upon the construction of an addition to its elevator. This addition will have capacity of 40,000 bushels.

An option on the W. S. Williams Elevator at Ottawa, Kan., has been secured by the Farmers Co-operative Association of that place. Purchase price is said to be \$19,000.

The Nelson (Mo.) Farmers Elevator Company has let the contract for a 20,000-bushel concrete elevator. The Burrell Engineering & Construction Company will do the building.

Farmers in the vicinity of Montgomery City, Mo., are to build a grain elevator and organize a livestock shipping association. Both will be conducted on the co-operative basis.

The elevator and equipment of Geo. W. Arnhold at Winfield, Mo., has been purchased by the farmers of that community. The capital stock of the farmers organization is \$20,000.

Farmers have purchased the Dameron (Elsberry P. O.), Mo., elevator which has been jointly owned by the Hannibal Milling Company and C. J. Welch.

Consideration amounted to \$10,000. J. M. Gibson, J. C. Welch, W. L. Jamison, E. M. Stewart and others are directors of the farmers company.

The Farmers Elevator Company of Danville, Kan., has let the contract for a 25,000-bushel elevator. The plant is to be of reinforced concrete construction and will be ready by July 15.

Extensive improvements are to be made to the elevator of the Blaker Lumber & Grain Company at La Cygne, Kan. When changes are completed the plant will have doubled its capacity.

The Ellsworth (Kan.) Mill & Elevator Company has let the contract to the Burrell Engineering & Construction Company for the erection of two elevators at Black Wolf and Halford, Kan.

The Goodwin & Fletcher grain elevator at Mt. Leonard and the Platter & Fenner Elevator at Grand Pass, Mo., have been purchased by units of the Saline County Association of Farm Clubs.

A new elevator is to be constructed at Beagle, Miami County, Kan., for the Farmers Union. Chas. Smith, Ira Sigler, Clarence Hieber, Oscar Grant and John Goudle are interested.

The Western Fire Appliance Works of Chicago has just received an order for the Zeleny Thermometer System to be installed in the grain tanks of the Goerz Flour Mills at Newton, Kan.

The Laddonia Farmers Elevator Company of Laddonia, Mo., is interested in the erection of a 25,000-bushel concrete elevator. The Burrell Engineering & Construction Company has the contract.

Farmers Co-operative Union Elevator Company will build a 10,000-bushel elevator at Topeka, Kan. The Burrell Engineering & Construction Company had the contract. The plant will cost \$15,000.

The Sumner County Farmers Association is interested in the erection of a modern elevator at Cicero, Kan. The plant will be modern, steel clad and will include engine room and office building.

A four-car warehouse has been completed at Parsons, Kan., for the Parsons Mill & Elevator Company. Plans are completed for the erection of a 20,000-bushel elevator just north of its present plant.

The Butler Co-operative Grain & Livestock Supply Company has been organized at Butler, Mo. J. W. Cress, G. H. Hober, C. D. Burris, J. A. Busby, H. G. Reike, L. A. Ward and H. A. Turner are interested.

The contract has been let by the Farmers Co-operative Mercantile Company of Ayr, Neb., for a 15,000-bushel elevator, iron clad, with 10-horsepower engine, Barnard & Leas Separator and 500-bushel hopper scale.

The elevator of Wm. Bower & Son near Pomona, Kan., has been sold by them to the Farmers Union Co-operative Association. The Bower company still retains its elevator, mill and lumber business at Pomona proper.

The Farmers Elevator Company of Nona (Dut-zow p. o.), Mo., has contracted for the erection of a new elevator. C. Siem, T. Voelkerding, L. Vogel-pohl, Theo Meinershagen and Theo Mallinekrodt, Jr., are on the Board of Directors.

The Shellabarger Elevator at Beverley, Kan., has been purchased by local men. Hereafter the plant will be conducted as the Beverly Elevator & Feed Company. H. E. Skinner is president; T. F. Webb, manager and treasurer of the firm.

The Blue Springs Farmers Elevator Company of Blue Springs, Neb., will reorganize as the Union Co-operative Company. The company owns an elevator on the U. P. Railway and will later on establish another elevator at Burlington.

Two elevators of reinforced concrete construction and with capacity of 20,000 bushels are to be built at Rome and Hunnewell, Kan., for the Wellington Mill & Elevator Company. The Burrell Engineering & Construction Company had the contract.

The elevator of the Gooch Milling & Elevator Company at Lincoln, Neb., is being remodeled and new cupola being built over the workhouse, 25x43 feet. A 11B Monitor Cleaner is also being installed; Hall Distributor and new steel spouting.

The Trapp-Gohr-Donovan Company of Omaha, Neb., has furnished the following firms with its "Trapp" Auto Truck Grain Dump: Wells-Abbott-Nieman Company of Schuyler, Neb., to be installed at Rogers, Neb.; Western Seed & Irrigation Company, Fremont, Neb.; Attica Mills of Attica, Kan., for their elevator.

A new 15,000-bushel elevator complete with office, scale shed, dust house, cob house and concrete engine room is to be built at Lane, Kan., for the Lane Co-operative Elevator Company. The equipment will include a 25-horsepower type "Y" Engine, 2,000-bushel Richardson Automatic Scale, 10-ton Fairbanks Wagon Scale with recording beam, Ear Corn Elevator, steel manlift, combination sheller and boot, grain cleaner and chain drag feeders.

The Scruby Bros. Grain & Implement Company and the H. P. Scruby Milling & Elevator Company of Chillicothe, Mo., have consolidated and will operate their joint businesses under the latter name.



The capital stock of the new company is \$50,000. The firm will conduct buying stations at Chillicothe, Sampsell, Norville, Bedford, Dawn, Creamridge, Utica, Moorsville and Stirges.

The Farmers Co-operative Association of Blue Mound, Kan., has placed the contract for the erection of a modern grain elevator at that place including a modern office building, warehouse, dust house, cob house and concrete engine room. The equip-

ment will include a 20-horsepower Fairbanks Engine, 1,500-bushel Richardson Automatic Scale, 6-ton Fairbanks Wagon Scale, double stand of elevators, steel manlift, corn cleaner, combination sheller and boot, chain drag feeder and roller mill.

Farmers around Corning, Kan., have organized and taken over the elevator there. Capital stock amounts to \$15,000. The elevator purchased by them was formerly owned by Hilbert & Miller.

## OBITUARY

**AINSWORTH.**—On May 9, W. G. Ainsworth, a veteran grain dealer of Minneapolis, Minn., was drowned accidentally. He had for a number of years been associated with the Northwestern Elevator Company there.

**BILES.**—After suffering from heart disease, Ross Biles, a senior member of Biles & Cameron, grain dealers, died at his home in Rising Sun, Md.

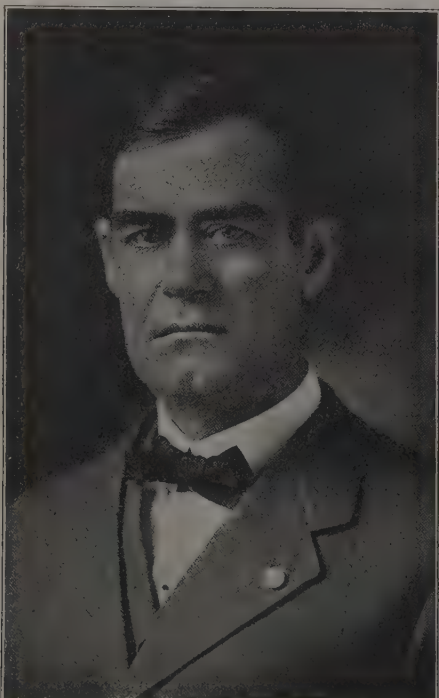
**BRAFFORD.**—After a long illness, James M. Brafford died at home in Indianapolis, Ind. For three and one-half years he was secretary of the Indianapolis Grain Dealers Association. He was



THE LATE JAMES M. BRAFFORD

president of the Hoosier Grain Company. Mr. Brafford was actively interested in the Indianapolis Board of Trade and was chairman of the Railroad and Traffic Department of that body. He had also been a member of the Board of Governors.

**MOSS.**—A frenzied bull attacked Ralph W. Moss on his farm in Ashboro, Ind., and inflicted fatal injuries. Mr. Moss was one of the best known congressmen in Washington and was a member of the House Committee on Agriculture. To him fell the



THE LATE RALPH W. MOSS

task of framing the Moss Supervision Bill, afterwards known as the Rubey Bill, H. R. 10405. This bill is now known as the Grain Standards Act under which the Federal Government supervises the inspection of grain throughout the country.

**CAMPBELL.**—Enos. Malcolm Campbell, for many years a member of the Campbell Flour Mills Company of Toronto and for the past seven years a grain inspector at that market, died on April 25. He was born in Kent 65 years ago and came to Toronto in 1892.

**CARTER.**—Thos. W. Carter, Jr., a grain and cotton broker, died in St. Louis from injuries received in an automobile accident. Mr. Carter was a member of the Chicago Board of Trade. He was the son of Thos. W. Carter, well known in grain circles.

**CLEVINGER.**—Samuel J. Clevinger died from pneumonia at his home in Cynwyd, Pa. He was a prominent grain man of Philadelphia and for 45 years had been a member of the Commercial Exchange. Early in his career he entered the grain business and formed a partnership with William E. Burk as Burk & Clevinger. Several years after the firm dissolved, Mr. Clevinger continuing the business in his own name. Mr. Clevinger was two times on the Board of Directors of the Philadelphia Exchange. His three sons survive him.

**COLLORD.**—After a week's illness, Chas. E. Collord died at Buffalo, N. Y. Mr. Collord was 60 years old and was well-known to Buffalo grain men. He was a member of the Buffalo Corn Exchange. His widow and three sons and daughter survive him.

**COLBY.**—On April 14, B. L. Colby died suddenly at Winthrop, Mass. He was a member of Noyes & Colby, grain and feed firm, of Boston. He formed the partnership with Mr. Noyes in 1893 and since then has been actively interested. He was a member of the Boston Chamber of Commerce and of the Exchange Club.

**CONBOY.**—Francis L. Conboy died from pneumonia in France on March 20. He was formerly with Logan & Bryan at Chicago, Ill.

**DEWEY.**—John Dewey, a pioneer grain man of Annawan, Ill., died at his residence in California where he and his family were spending the winter.

**DONOVAN.**—John G. Donovan of John G. Donovan & Sons, grain and feed dealers of Yorktown, Ind., died recently at the age of 69 years. His widow, one daughter and three sons survive.

**GRAFF.**—After suffering from a long illness, Samuel T. Graff died at his home in Hinsdale, Ill. Mr. Graff was well known among grain men and had been a member of the Chicago Board of Trade for 18 years and was for several years in charge of the wheat department of Bartlett, Frazier & Co.

**HENDERSON.**—Heart trouble caused the death on May 3 of W. H. Henderson, a retired grain dealer, living at Lexington, Ky.

**LARGE.**—At the age of 87, Lewellen Large, former general foreman and engineer of the Stewart's Grain Elevator at Pittsburgh, Pa., died at his nephew's home in Library, Pa.

**LEE.**—Chas. S. Lee, a grain merchant of Kansas City, Mo., died not long ago.

**MILLER.**—Thos. K. Miller died from Bright's disease on April 4. He lived at Anthony, Kan. Until last year he was a member of the Kansas City Board of Trade. He was formerly a member of W. W. Miller & Son, Kansas City grain dealers. His widow and one son are left.

**MURPHY.**—Pneumonia caused the sudden death of John W. Murphy a well-known operator on the Board of Trade at Chicago, Ill. Mr. Murphy resided in Wilmette, a suburb of Chicago. He is survived by his widow and young son. Mr. Murphy was 45 years old at the time of his decease.

**RAHR.**—William Rahr, a well-known brewery and malt man of Manitowoc, Wis., died not long ago from heart failure. He was 65 years old. His widow and five children survive him.

**REED.**—Aged 47 years, Chas. J. Reed was fatally injured recently when an inkwell dropped from an office building struck and fractured his skull. Mr. Reed was president of the Reed-Adams Company of St. Louis, Mo., dealers in grain and millfeeds. He was a member of the Merchants Exchange and the St. Louis Millers Club.

**SPERA.**—At the age of 62 years, W. A. Spera died at his home in Toledo, Ohio. Mr. Spera for 32 years had been grain inspector for the Produce Exchange at Toledo and was considered by grain men an expert in his line.

**STRITZINGER.**—F. G. Stritzinger, Sr., died on May 7 at his home in Norristown, Pa. He was a member of the Commercial Exchange of Philadelphia and was well known in grain circles. He was 87 years old at the time of his death.

**TRAGER.**—Henry Trager died at Baltimore, Md., where he had been for a number of years in the grain and feed business.

**VERHOEFF.**—Cerebral hemorrhage was the cause of the death of Capt. J. C. Verhoeff, one of the veteran members of the Minneapolis Chamber of Commerce Association.

**WADE.**—John Wade died suddenly at his home in Memphis, Tenn., at the age of 75 years. Mr. Wade was prominent in grain and milling circles in Memphis and was at the head of Jno. Wade & Sons. He was connected for many years with the Memphis Merchants Exchange and Memphis Hay & Grain Exchange.

**WALTON.**—Watson W. Walton died at his home in Philadelphia on May 9. Mr. Walton was in the grain business for many years and was a member of the Union League and Commercial Exchange. His widow and daughter survive him.

**WRIGHT.**—John F. Wright died rather suddenly at his home in Chicago, Ill., on April 24. He had been a member of the Board of Trade since 1896 and was head of the old firm of Wright & Taylor. Ten years ago his partner committed suicide and Wright paid off \$300,000 of his debts. Mr. Wright was 80 years old at the time of his decease. His widow and several children survive.

## FIRES—CASUALTIES

**Overly, N. D.**—Fire recently destroyed the Woodworth Elevator at this place.

**West Branch, Mich.**—Fire destroyed elevator of West Branch Grain Company.

**Annandale, Minn.**—Fire destroyed the Farmers Elevator at this point recently.

**Duck Lake, Sask.**—Reports state that an elevator at the Canadian Northern Station here burned.

**Gunter, Texas.**—The Brown Elevator here was destroyed by a storm. It is reported to be a complete wreck.

**Holt, Minn.**—Red Lake Milling Company lost its elevator by fire. Loss amounted to \$17,000, fully covered by insurance.

**Pittsburgh, Pa.**—Fire destroyed the feed and grain warehouse of Robert Martin Company. Loss amounted to \$100,000.

**Cedar Rapids, Ia.**—Cedar Rapids Grain Company's building endangered by fire. It was discovered and extinguished before any loss was incurred.

**Arkadelphia, Ark.**—Elevator "C" of the Arkadelphia Milling Company was destroyed by fire on April 17. The loss amounted to \$45,000. The elevator contained considerable quantities of wheat bran, rice

bran, rice potash, wheat shorts, etc. Insurance was carried to cover the loss. The main plant was not affected by the blaze.

**Eureka, Ill.**—Fire destroyed the Eureka Farmers Co-operative Association's elevator here. The property was not in use at the time of the fire.

**Bagnell, Mo.**—Fire destroyed the feed and flour establishment of A. B. Cole & Sons. The firm has rented another building and will continue business there.

**Custer, Okla.**—Lightning struck and destroyed the engine room of the T. P. Jordan Elevator. The engine itself was damaged; and the elevator proper was damaged slightly.

**Paris, Ark.**—L. B. Crenshaw and R. B. Sadler's two corrugated iron warehouses burned. The contents included feed, flour, hay, hardware, etc. Loss amounted to \$6,000; no insurance was carried on the plant.

**Lebanon, Mo.**—The elevator and two buildings of the Lebanon Elevator Company were destroyed completely by a fire which is thought to have been started by a hot box in the engine room. The loss amounted to between \$40,000 and \$50,000. The blaze had gained such headway when discovered that it



# THE AMERICAN ELEVATOR AND GRAIN TRADE

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was impossible to extinguish it. The property was owned by D. M. Martin and was partly insured for \$15,000. The company will continue business in the Laclede roller mills.

Hillsboro, N. D.—Attempts were made by fire-bugs to destroy the St. Anthony & Dakota Elevator Company's grain elevator here. These were thwarted both times by passersby. Little damage was done by either blaze. About 7,000 bushels of grain were stored in the building.

Prosper, Texas.—The elevator of the Chapman Milling Company of Sherman, located at Prosper, was destroyed by fire on April 15. The plant was nearly completed and had a capacity of 50,000 bushels. The fire is believed to have started from a tinner's fire. No loss on grain as machinery had never been run. Loss on equipment between \$10,000 and \$15,000.

Buffalo, N. Y.—The wooden elevator of the Curtis Grain Corporation here was burned on May 9. Loss amounted to \$225,000; partly covered by insurance. About 60,000 bushels grain were destroyed. The plant was built 40 years ago and had capacity of 150,000 bushels. The blaze started in the tower and spread rapidly. The fire is believed to have started from an overheated shafting in the tower.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for the month of April:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	1,821,751	1,272,288	3,327
Corn, bus...	523,860	819,463	274,401
Oats, bus...	189,096	3,450,210	1,812,780
Barley, bus...	85,371	1,701	9,926
Rye, bus...	2,373,084	91,573	109,729
Hay, tons...	3,525	5,293	1,891
Flour, bbls...	471,160	416,803	363,848

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	1,117,000	298,000	4,710,000
Corn, bus...	6,140,000	3,493,000	1,715,000
Oats, bus...	5,537,000	13,606,000	5,138,000
Barley, bus...	3,586,000	1,198,000	1,484,000
Rye, bus...	1,192,000	234,000	2,855,000
Timothy Seed, lbs...	3,772,000	1,434,000	4,579,000
Clover Seed, lbs...	464,000	217,000	653,000
Other Grass Seed, lbs...	2,981,000	1,984,000	1,392,000
Flax Seed, bus...	75,000	63,000	3,000
Broom Corn, lbs...	650,000	2,047,000	1,141,000
Hay, tons...	26,028	41,878	8,573
Flour, bbls...	908,000	787,000	498,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	82,775	27,950	81,700
Corn, bus...	344,300	254,100	315,700
Oats, bus...	388,800	374,400	236,800
Barley, bus...	77,500	...	116,800
Rye, bus...	31,900	46,200	29,700
Ear Corn, lbs...	12,600	16,800	9,900
Hay, tons...	16,044	11,688	...
Feed, tons...	4,320	612	...

**CLEVELAND**—Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	4,322	71,532	213,583
Corn, bus...	55,316	150,803	9,362
Oats, bus...	156,095	563,564	398,266
Barley, bus...	...	16,021	667
Rye, bus...	...	4,135	9,600
Hay, tons...	1,676	4,961	1,229

**GALVESTON**—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	...	588,666	...
Corn, bus...	...	1,418,090	...
Barley, bus...	...	163,333	581,675

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	16,250	97,500	6,250
Corn, bus...	2,568,750	1,702,500	966,250
Oats, bus...	1,162,800	1,800,000	225,000
Barley, bus...	11,250	1	541,800
Rye, bus...	20,000	38,750	17,500
Hay, cars...	143	160	15,000

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	104,600	79,200	109,250
Corn, bus...	2,116,650	3,220,300	1,559,100
Oats, bus...	794,700	2,051,300	770,700
Barley, bus...	64,200	89,600	75,600
Rye, bus...	63,600	82,800	73,600
Mill Feed, tons	3,520	10,680	10,101
Seeds, lbs...	...	60,000	30,000
Broom Corn, lbs...	15,000	120,000	15,000
Hay, tons...	2,800	5,680	460
Flour, bbls...	358,000	169,900	373,600

**NEW ORLEANS**—Reported by Geo. S. Colby, chief grain inspector and weighman of the Board of Trade, Ltd.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	...	1,506,428	706,492
Corn, bus...	...	98,996	2,760,533
Oats, bus...	...	324,819	819,762
Barley, bus...	...	93,333	2,483,008
Rye, bus...	...	...	15,011

**DULUTH**—Reported by Chas. F. McDonald, secretary of the Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	137,695	112,240	11,948,888
Corn, bus...	...	...	370,226
Oats, bus...	20,335	153,290	2,545
Barley, bus...	14,394	242,906	396,666
Rye, bus...	1,764,093	5,340	2,450,450
Flax Seed, bus...	385,709	333,982	35,844
Hay, tons...	...	...	57,939
Flour Production, bbls...	112,030	...	...
New Members—None.	...	...	...
Transferred—None.	...	...	...

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	1,197,800	410,400	3,609,900
Corn, bus...	1,830,000	2,936,250	8,314,500
Oats, bus...	1,482,400	956,600	1,129,500
Barley, bus...	96,000	63,000	113,100
Rye, bus...	...	50,500	96,300
Kafir, bus...	328,900	322,300	224,000
Brass, tons...	3,560	1,300	13,260
Flax, bus...	...	1,000	...
Hay, tons...	29,736	27,864	10,126
Flour, bbls...	54,925	33,800	288,600

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	211,720	40,300	260,707
Corn, bus...	443,310	901,440	167,380
Oats, bus...	1,027,470	2,370,730	961,915
Barley, bus...	1,880,960	489,600	753,990
Rye, bus...	517,050	73,950	1,271,560
Timothy Seed, lbs...	31,600	72,695	111,340
Clover Seed, lbs...	126,438	123,520	111,643
Flax Seed, bus...	19,060	13,500	1,000
Hay, tons...	1,262	1,885	120
Flour, bbls...	47,832	79,770	298,762

**MINNEAPOLIS**—Reported by H. J. Craig, statistician of the Chamber of Commerce.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	5,534,370	3,937,960	6,311,410
Corn, bus...	256,600	1,445,480	180,490
Oats, bus...	1,591,240	3,046,140	1,198,340
Barley, bus...	3,709,100	1,229,180	3,529,250
Rye, bus...	1,504,150	640,930	1,132,150
Flax Seed, bus...	438,720	283,000	146,220
Hay, tons...	1,319	1,948	291
Flour, bbls...	96,724	51,959	1,870,382

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	4,213,200	5,610,585	...
Corn, bus...	46,200	44,371	...
Oats, bus...	1,501,000	981,514	...
Barley, bus...	781,650	557,259	...
Rye, bus...	956,250	379,042	...
Timothy Seed, lbs...	...	1,100	...
Clover Seed, lbs...	2,620	...	...
Flax Seed, bus...	3,900	...	...
Hay, bales...	14,373	8,703	...
Flour, bbls...	1,005,110	1,275,611	...

**OMAHA**—Reported by F. P. Manchester, secretary of the Grain Exchange.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	198,000	454,800	2,462,400
Corn, bus...	1,843,800	4,883,200	2,034,600
Oats, bus...	1,566,000	3,156,000	1,734,000
Barley, bus...	198,500	90,600	252,000
Rye, bus...	178,200	64,900	72,600

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	4,654,073	436,347	4,097,609
Corn, bus...	248,956	713,138	177,928
Oats, bus...	875,361	2,519,364	362,755
Barley, bus...	4,782	30,781	526,895
Rye, bus...	1,442,475	135,016	1,367,308
Flour, bbls...	434,328	280,268	356,562

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce [all export grain].

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	5,952,595	2,819,092	7,074,491
Barley, bus...	...	10,966	3,385,640
Rye, bus...	...	3,113	83,802

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants Exchange.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	1,336,883	423,887	565,370
Corn, bus...	2,214,855	2,793,862	1,469,030
Oats, bus...	3,324,000	4,190,513	2,589,330
Barley, bus...	57,600	100,855	22,140
Rye, bus...	22,000	44,663	40,740
Hay, tons...	20,511	26,526	11,645
Flour, bbls...	325,700	284,195	384,920

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce.

Receipts		Shipments	
1919	1918	1919	1918
Wheat, cts...	282,147	...	...
Corn, cts...	30,207	...	...
Oats, cts...	12,219	...	...
Barley, cts...	177,590	...	...
Hay, tons...	8,209	...	...
Flour, bbls...	98,391	...	...

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange.

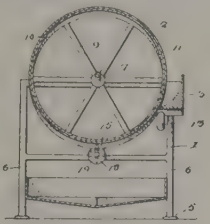
Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	468,360	58,400	475,870
Corn, bus...	98,200	181,800	30,980
Oats, bus...	846,608	584,000	588,990
Barley, bus...	16,200	471,500	10,950
Rye, bus...	98,400	35,200	96,680
Timothy Seed, lbs...	11,930	5,071	8,070
Clover Seed, lbs...	1,294	1,887	5,491
Alfalfa Seed, bags...	210	434	498

## GRAIN TRADE PATENTS

Bearing Date of February 11, 1919

Grain separator.—John E. Berman, Dilworth, Minn. Filed August 21, 1918. No. 1,294,030. See cut.

Claim: A separator of the class described comprising a cloth covered drum, a trough located to one side of the same, means for rotating the drum, a second

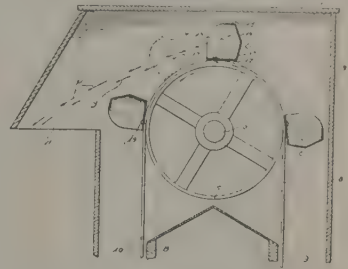


drum contacting with the first drum and means on said second drum for removing the seeds from the first drum.

Bearing Date of February 25, 1919

Elevator cup.—Julius A. Gerwen, Moline, Ill., assignor to Moline Mill Manufacturing Company, Moline, Ill., a corporation of Delaware. Filed October 30, 1918. No. 1,295,154. See cut.

Claim: An elevator cup comprising side walls and a back wall whereby it may be secured to a conveyor belt, and a bottom wall composed of inner and outer



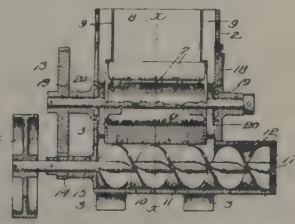
sections, the inner section being at an obtuse angle with said back wall and the outer section being at an acute angle with said back wall.

Dust collector.—William J. Schmitt, Cleveland, Ohio. Filed August 3, 1917. No. 1,295,216.

Bearing Date of March 4, 1919

Feeding apparatus for weighing machines.—Harry D. Bowman, East Orange, N. J. Filed August 25, 1915. No. 1,295,059. See cut.

Claim: An apparatus for feeding finely-divided material to automatic weighing machines, comprising a hopper having an open bottom, a rotary cylinder extending horizontally beneath the bottom of the hopper and constituting a closure therefor, said cylinder being provided with peripheral cavities, a screw conveyor extending horizontally beneath and closely adjacent to said cylinder, with an open space extending unobstructedly between them throughout



the length of their adjacent exposed peripheries, and means for simultaneously rotating said cylinder and screw conveyor at such relative speeds that the material is delivered by the cylinder to the conveyor at a rate not less than that at which it is discharged by the latter, whereby the conveyor is kept filled with the material while operating thereon.

Bearing Date of March 11, 1919

Grain cleaner.—Gustave W. Grabert, Mount Vernon, Ind., assignor of one-half to Samuel J. Miller, Mount Vernon, Ind. Filed December 7, 1917. No. 1,296



## FIELD SEEDS

## PAST SEASON GOOD

The season just closing has been one of the best, from a jobber's point of view, that the wholesale grass seed trade has ever experienced, the demand for all varieties of clover seed having exceeded the supply, with the result that stocks are exhausted. Timothy seed:—There is a fair carry-over of this article, but it looks at present as though the summer trade would consume a large portion of the carry-over. Values are firm—[Courteen Seed Company, in letter of May 12.]

## GENERAL SEED SURVEY ON JUNE 30, 1919

A general survey of commercial stocks, receipts, and exports of field and vegetable seeds will be made by the Seed Reporting Service of the Bureau of Markets on June 30, 1919. The inquiry will cover practically the same items and questions as the survey of June 30, 1918 (Form SRS-40).

A separate inquiry will be made of all commercial vegetable seed growers on June 30, 1919, to ascertain the total number of acres planted to each kind of vegetable seed crop, location of acreage by states and counties, and condition of each crop on June 30.

## SEED AND GRAIN IN GOOD CONDITION

In reply to your favor of the 9th inst. The season for clovers, timothy, red top, and Kentucky bluegrass is nearly past. There is some movement to cow peas. Fine whippoorwill peas are held at St. Louis, today, at \$7.60 per 100 pounds; golden millet at \$5.25; sorghum at \$3.50; also buckwheat at \$3.50, all per 100 pounds. Sunflower seed of the best grade costs \$17 per 100 pounds, and domestic hemp seed at \$7.50 per 100 pounds. Fields of grain and grass seeds in this vicinity are looking well at present. [Chas. E. Prunty, St. Louis, in letter of May 10.]

## LARGE SEED ACREAGE REPORTED

We have your letter of May 9 in regard to clover seed. All we can say at the present time in regard to seed, is that they claim that there will be as large an acreage as there was last year, and that the seed is looking fine. This applies to our territory, which would be Fulton County. While the convention was in session, we spoke to a seed man from Crawfordsville and he says the outlook is very favorable in Indiana and everywhere he has been. This is about all the information we could give you at the present time. [Buckley & Company, in letter dated May 10.]

## SEED STOCKS PRACTICALLY CLEANED UP

We have your letter of May 9. Trade continues in Red Clover spasmodically, demand being restricted by adverse weather conditions. It looks now as though this trade will be prolonged well

into the latter part of May. Stocks of red clover are extremely near the point of exhaustion throughout the United States. The same applies to alsike. Stocks of timothy are of good proportions in large centers, but are practically cleaned up in the country. The outlook for all grain crops is very flattering at this time of writing, except that corn is being delayed in planting. [Crabbs Reynolds Taylor Company, in letter of May 10.]

## NEW YORK SEED MARKET UNSETTLED

BY C. K. TRAFTON

Since our last review was written conditions in the New York market for field seeds have undergone radical alteration. The activity then witnessed in many varieties has been succeeded by dullness, while the buoyancy prevailing in practically all kinds has been succeeded by an easier tendency in several instances. Even in ordinary seasons irregularity and unsettlement are generally to be expected, and such conditions are not to be wondered at this year, taking into consideration the high levels which prices have attained and the many peculiar influences at work. The most prominent feature has been the continued strength in alsike, which is now quoted at \$46@47 per 100 pounds, against \$39@43 a month ago. This sharp upturn was traceable chiefly to reports that buyers have absorbed practically all the supplies available last month, bearing out the claims made in our previous reviews regarding the more general disposition to use more alsike in place of red clover, which had become so remarkably scarce and dear. As a result, both varieties are now quoted on about the same basis. Momentarily a distinctly easier tone developed in red clover, although there was a partial recovery later, quotations now ranging from \$45 to \$47 against \$48@50 last month. At first there seemed to be no adequate explanation for the weakness, aside from a natural checking of demand because of the previous sharp advance and more desire on the part of holders to sell at what looked like the top of the market. Doubtless this latter was prompted largely by reports that export houses had found it more profitable to resell rather than send their purchases abroad, especially in view of the shipping difficulties. Indeed, some lots were resold, while other purchases were cancelled, the total being placed at about 2,000 bags. Another cause for the recession was the arrival of small

quantities shipped back from Europe. Such a development had not been generally anticipated, although it was known in some quarters that small lots arriving in England had been re-bought by American interests, such transactions being alluded to in our last report. As the effect of these factors wore off and offerings for prompt delivery again decreased a tone of greater firmness developed. There have been no changes of moment in the market for timothy seed, although prices generally average about 50 cents higher per hundred-weight. Holders have sold sparingly the latest quotation being \$11.50@12.50, because of decreasing stocks, the high prices ruling for other varieties, and the belief that all of this season's carry-over will find a ready market next season as the coming crop is expected to be much smaller. Some dealers think that a soon as the peace treaty is signed a brisk demand will appear from Germany, which usually took about 10,000,000 pounds yearly in pre-war times. It is admitted, however, that important business may be impossible because of financial and shipping conditions. Crimson clover has been in brisk demand and the small stocks available have been firmly held at last month's prices, \$19@20, although some quote as high as \$22. Importers state that shipping difficulties preclude important shipments from France. A late cable reported an advance of 15 francs in two weeks and stated that there could be no clearances before June 15th. Buyers have shown little interest in Dwarf Essex Rape and the tone is easier, some sales being reported at \$8 per hundredweight. Other holders quote \$8.50@9, against \$9@10 last month. Hence local interests are not interested in offerings at \$7.50 in Seattle. Business with the Orient is virtually impossible owing to defective cable service, delays of several weeks being reported in some cases. Stocks of white clover are almost exhausted, but the price is the same as last month; \$45@55. A small lot of orchard grass arriving from Denmark was said to have sold at about \$28. Later the local range advanced to \$29@30, with some as high as \$31, against \$27@29 last month. While admitting that prices generally are on a decidedly high plane, well-informed authorities do not look for an early setback of importance. They argue that stocks of all kinds are remarkably meager and that the season will probably end with the smallest carry-over of clovers and grass seeds ever known. Moreover, it is generally expected that the new crops will be small, largely because many farmers have plowed up meadows in order to devote more area to wheat, corn, and other grains which offer larger returns. Another potent factor in the high price ruling for hay, choice grades being extremely scarce and buyers eager to take prime timothy at \$40@44 and clover at \$35@42. Hence it seems certain that many farmers will sell hay instead of seeds.

[FIELD SEEDS CONTINUED ON PAGE 845]

## HAY, STRAW AND FEED

## HAY DEMAND COMING

"Deliveries on May so far seem to stick; in other words, standing pat and not running away from the real goods," say J. F. Zahm & Co. in their letter of May 10. "Becoming more apparent the stocks are being owned by less people. Small fellows been more or less eliminated, and present owners feel that with the signing of peace by the central powers a big outlet will loom up for timothy, and that many there will try to work direct with this country, producing a large summer demand."

## HAY MARKET FIRM

The Mullally Hay and Grain Co. of St. Louis, Mo., in a recent letter advises: Receipts lighter the past week, being 251 cars as compared with 335 the preceding week. There is an urgent demand for all grades of timothy and light clover mixed. No. 1 and choice is most looked for, but owing to the scarcity of the most desirable hay buyers are taking the medium and low grades causing a free movement and our market is keeping well cleaned up and in good condition for fresh arrivals. The trade here is unsupplied particularly so with the best grades of hay. The demand for clover and heavy mixed is not so urgent as it has been, though good No. 2 and better grades are meeting ready sale. Low grades of clover and heavy mixed are not selling at as high a range of prices as they were though there is practically nothing carried over unsold from day to day. Prairie hay continues scarce with a good inquiry for all grades. The market is bare of prairie and the trade here is unsupplied. Alfalfa hay is ruling firm with an urgent demand for No. 1 and choice green, fair inquiry for lower grades. Our prices are ranging higher than other markets and the indications are that they will continue high for some time at least and we advise prompt shipments of all grades of hay. Any one that has hay

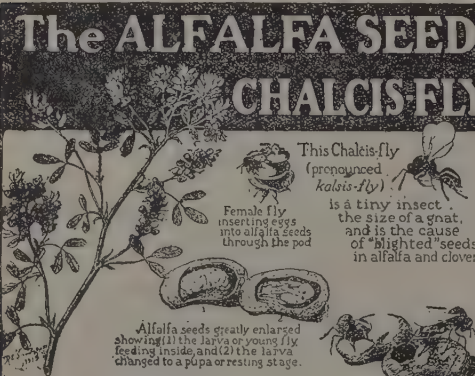
on hand should make a special effort to get it on this market as soon as possible and take advantage of the strong market while the prevailing prices hold. Consigning hay to this market is more profitable than selling it at home as everything is meeting ready sale on arrival at full prices.

## HAY STILL ADVANCING IN NEW YORK

BY C. K. TRAFTON

Since our last review was written the only change in hay market conditions in New York has been for the worse, to the accompaniment of a further sharp rise in prices. Indeed, to the majority of traders conditions have become absolutely intolerable and many of them describe the past month as the worst they have ever known. A month ago we made a feature of the \$2 price for No. 1 timothy, but now that figure seems cheap, and to make matters worse some are predicting \$2.25 and even \$2.50 in the near future. Last month any receiver fortunate enough to get even one car of really choice hay had no trouble in placing it at \$1.90@2. Later No. 1 became virtually an unknown variety and by successive stages the price was raised to \$2.15@2.20. Interior advices reiterated the old complaints of meager deliveries by farmers. In some sections it was explained that farmers had nothing left to sell, while in others they considered it far more important to keep on with their spring work in preparation for larger crops of wheat, corn, and oats which offered larger returns. On account of the high guaranteed price wheat was evidently proving most attractive. The inability to secure enough freight cars also continued to interfere with the movement of hay to this and other markets. Still, it was regarded as natural that railroad officials would neglect hay shippers in order to provide more cars for more remunerative freight, such as grain, flour, provisions, etc., which have con-

**The ALFALFA SEED CHALCIS FLY**



This Chalcis fly (pronounced kalchis-fly) is a tiny insect, the size of a gnat, and is the cause of "blighted" seeds in alfalfa and clover.

Female fly inserting eggs into alfalfa seeds through the pod.

Alfalfa seeds greatly enlarged showing (1) the larva or young fly feeding inside, and (2) the larva changed to a pupa resting stage.

The pupa transform to the winged flies which emerge from the seeds.

**To secure the best yield of clean seeds check the flies by all possible means early in the season.**

**Allow no seed pods to develop anywhere before those of the regular seed crop.**

1. Burn over all fence lines and waste places in fall.
2. Cultivate fields in winter to bury infested seeds.
3. Irrigate fields in early spring to hasten emergence of flies and to insure a steady growth to the seed crop.
4. Cut hay crop close and as "clean" as possible. Cut all volunteer alfalfa at same time.
5. Pasture fields after cutting hay crop to clean up all bunches left by the mower.
6. Cut seed crop early. Late developing pods show greatest infestation. Grow only one seed crop each year.

Do not leave infested fields uncut in the fall to infest next year's crop. Remove the straw and burn in early spring. Infested straw is a source of infestation. Pasturing worthless seed fields is bad practice because the trampling throws great numbers of infested seeds on the ground.



# GOODRICH *"CARIGRAIN"* BELT



This represents the highest development of Conveyor Belt for Grain handling. Its extreme toughness and flexibility, perfect adaptability for use with troughed or flat idlers, and its remarkable long-ageing qualities make "CARIGRAIN" a profitable purchase that will "carry-on" with almost indefinite persistence. Write us today.

THE B. F. GOODRICH RUBBER COMPANY, The City of Goodrich—Akron, Ohio



tinued to flow eastward in huge volume in order to meet the enormous requirements of starving Europe. Needless to say, the unsatisfactory conditions were further complicated by the announcement of hay embargoes on some roads, the strike of harbor laborers, and the troubles among freight handlers. Upon arrival the small shipments proved to embrace inferior or common descriptions almost exclusively, and as a consequence the lack of No. 1 timothy, or even choice No. 2 was a general condition, and especially in Brooklyn, where dealers almost forgot that there ever had been any hay better than No. 3. With the higher grades practically out of the reckoning, ideas as to values frequently showed wide variation. Buyers were frequently in such a bad predicament that they were forced to waive the question of quality entirely, taking the best car to be had and paying the price asked with the best grace possible. If No. 1 was not to be had No. 2 was taken without much argument and generally commanded about as much money. In fact, many dealers refused to quote No. 1 definitely. Those who are fearful as to the future, and they are largely in the majority, base their predictions of higher prices on prospective continued light arrivals and expectations of a reduced production of hay because of the better returns offered by other crops.

The straw marks has been dull and without price changes of importance. Receivers have continued firm in the main owing to continued light arrivals, but buyers have generally kept aloof in anticipation of lower prices, asserting that the requirements are much smaller because of the advent of warmer weather.

## HAY CONDITIONS

The Federal report of May 10, indicated the following conditions for hay in the various territories:

Territory tributary to Kansas City:—Receipts continue light with good demand. Prices holding steady. Trade waiting on new crop which has been delayed by rains. Some new hay has arrived but was out of condition. Dealers generally afraid to risk shipment of new hay at present. General feeling of uneasiness is evident in hay on account of new crop which will begin coming in next week. Dealers expect prices to decline.

Southwestern Division:—Trade conditions on timothy hay this week not as uniform as in past few months. Although supplies are not heavy, except in few instances, yet they seem to be ample to take care on a weakening demand. Trade feels

that a fairly good demand will continue for timothy for some little time but will weaken considerably after new alfalfa starts to move. Conservative buying much in evidence. Offerings continue light and scattered at almost prohibitive prices. Offerings of new alfalfa for deferred shipment coming in quite freely from Oklahoma, Texas and New Mexico and around a basis of \$40.50 delivered Atlanta. Trade showing considerable interest but on account of being unable to forecast the effect of new movement on prices few bales have been recorded. Mississippi and Alabama alfalfa delayed in coming on to market account unfavorable weather conditions for harvesting. Believe all offerings will be absorbed when movement starts. This hay quoted \$30 to \$35 for leading station. No. 1 timothy quoted delivered Memphis \$42, Vicksburg \$40, Birmingham \$46, Mobile \$41, Jacksonville \$46.50, Atlanta \$46.50-\$47.75.

East Central Division:—Receipts continue small with practically no stocks in dealers' hands. Movement is light due to weather conditions, farmers being busy with crop, and to a general scarcity. Demand is very keen and prices have remained steady.

C. H. Bunker has sold his feed and flour business at Ferndale, N. Y.

C. Robinson has bought from N. C. Burkhart the feed business located at Anita, Iowa.

Jerome Briggs of Baraboo, Wis., is improving his building for a feed and flour business.

The McAllister Feed Company recently incorporated at Butte, Mont., is capitalized at \$250,000.

The capital stock of the St. Joseph Hay & Grain Company of St. Joseph, Mo., has been increased to \$50,000.

The University of Wisconsin is promoting the use of barley as a feed. It has issued leaflets on the feeding of barley to different classes of farm stocks.

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**of ALFALFA in**

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Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide a satisfactory outlet.

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**A W. D. Power & Co., 12-15 N. Y. Hay Exchange NEW YORK**

The Farmers Co-operative Union has purchased the feed and flour business of Geo. C. Brooks at Wellsboro, Pa.

The Cobb Bros. are the new owners of the wholesale feed business at Ashdown, Ark., formerly owned by R. M. Pierce.

The Poplar Grove Farmers' Co-operative Company has been organized at Poplar Grove, Ill. The firm will handle feed products.

The interest of Leon Lesenger in the Lesenger Feed Company at Kenwood Park, Iowa, was recently purchased by E. E. Earle.

The capital stock of the Botzum Bros. Company, a wholesale feed and flour firm at Akron, Ohio, has been increased from \$300,000 to \$500,000.

The charter of the Enterprise Coal & Feed Company, located at Louisville, Ky., has been amended, the capital stock being increased from \$7,000 to \$28,500.

The Omaha Hay Exchange is to have a new office building, it is rumored. A site has been purchased by M. J. Hyland, recently elected president, for this purpose.

H. E. Nelson Company was recently incorporated at Madison, Wis., to handle feed, etc. H. E. Nelson and others are interested. Its capital stock is \$25,000.

H. D. Coulter, T. W. Coulter, A. B. Magaw, A. W. Baehr and O. Dare have incorporated H. S. Coulter Company at Oxford, Ohio. Will handle feed and flour; capital \$45,000.

M. J. Hyland of the Omaha Hay Company of Omaha, Neb., has purchased a warehouse from the Republic Iron & Metal Company. This will be remodeled into a house for hay and feed.

The interest of Mrs. Heinrich in the feed and flour firm of J. P. Thern Company at New London, Wis., is now owned by Olson & Callas. The firm will on the future operate as J. P. Thern & Co.

J. E. Potts is president of the recently incorporated Farmers Feed & Produce Company of Everton, Ark. The firm is building a new house which will be completed by July 15. J. N. Owens is secretary of the firm.

The Hay Inspection Bill was passed recently by the Missouri State Legislature. This bill provides that there shall be inspection only so far as shipper is concerned. Bill calls for 15 inspectors: Five at St. Louis; seven in Kansas City; two in St. Joseph, and one at Springfield. Each inspector is to be paid a salary of \$2,100 per year. The inspection fee shall be 50 cents on each car.

# This Electric Brown-Duvel Moisture Tester FOR GRAIN, SEED, FLOUR, FEED, Etc. \$40.00 Complete, f.o.b. Chicago



Glass flasks or copper. Heat regulated by turn screw, same as a lamp. All parts galvanized to prevent rust.

Self measuring oil faucet, 150 cc. at each draught.

Strainer oil tank separates oil from corn, for re-use.

This is official, exactly according to Government requirements (bulletin 72) and of the type used in all Government offices. We make it also for gas and alcohol, where electricity is not available.

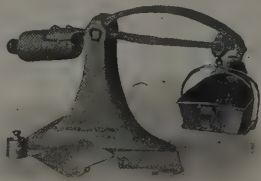
We will change your old machine to electric for \$3.00 per burner, including wiring and switches. This new electric heater is simple and inexpensive. New coils are 10c each and are replaced as readily as the wick in a lamp.

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Illustrated booklet, with official instructions for testing, on request.



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## FIELD SEED NOTES

The stock of the Milwaukee Seed Company at Milwaukee, Wis., has been increased to \$150,000.

Additional space has been leased by the El Paso Seed Company of El Paso, Texas. This will be used for storing seed, etc.

A retail store has been opened at Sioux Falls, S. D., by the Farm Supply Company, jobbers of seed corn and alfalfa seed at Sioux Falls.

A. H. Stevens of Eau Claire, Wis., will in the future conduct only a seed business. He has sold his fuel and building supply interests.

The Barteldes Seed Company's new location in Denver, Colo., is at 1616 Champa Street. The floor space at this point is double that of the old location.

Capitalized at \$40,000 the Saunders Lone Star Seed & Gin Company has been incorporated at Greenville, Texas. N. Burnett, D. A. Saunders and A. J. Fraley are interested.

The Brandon, Man., seed establishment of A. E. McKenzie Company, Ltd., has been opened. The plant is equipped with facilities for receiving, cleaning, storing and shipping seeds.

W. J. Busch Seed Company's business at Lawrence, Kan., has been bought by J. Underwood & Son. The firm will do a wholesale and retail grain, seed and feed business. Mr. Underwood has been in business since 1890.

Chas. B. Kunz is no longer with the Madson Seed Company of Manitowoc, Wis., having retired. He is now associated with a new company being organized which will build a new plant and handle business on an extensive scale.

The Legislature of Missouri passed a new seed law recently. This requires that the name and address of venders of seed and a guarantee of purity of the seed be on the label. If the seed be mixed, a statement to that effect should be also contained in the label.

A site has been purchased on the Milwaukee road right-of-way at Menasha by the Door County Seed Company of Sturgeon Bay, Wis., upon which it will erect a three-story building, 48x100 feet. The seed company will move its business from Sturgeon Bay to Menasha.

Plans have been completed by the Crabbs Reynolds Taylor Company of Crawfordsville, Ind., for the erection of an addition to their seed cleaning plant. The present building is to be extended upward two stories and an addition built to the south, converting the house into a five-story building with full basement. New machinery for cleaning of seed, etc., is to be installed.

Warren R. Jones and A. C. Hattaway have purchased the business of the Alexander Seed Company

at Augusta, Ga. The Augusta firm was established in 1873.

The Winfield Nurseries at Wichita, Kan., have been bought by Wichita Nurseries and Seed House. A new organization has been formed as Wichita Nurseries & Seed House.

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A limited quantity of freshly cleaned Blue Grass Seed, grown on Elmendorf Farm. Quick orders can be filled. ELMENDORF COAL & FEED COMPANY, INC., Lexington, Ky.

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WE ARE BUYERS FROM PRODUCING SECTIONS AND WE SUPPLY DEALERS IN  
CONSUMING SECTIONS SELLERS MAIL SAMPLES FOR BIDS  
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## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### ELEVATORS AND MILLS

#### FOR SALE OR EXCHANGE

For town property or farm, an Ohio country elevator handling 300 cars of grain, hay and merchandise. Price \$4,500. H. F., Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

#### FOR SALE

One of the oldest wholesale grain and hay concerns in the West is now on the market on account of the recent death of a stockholder owning controlling interest. This plant is located in one of the West's largest cities and the business done by this company is in the neighborhood of two million dollars a year. Prospects for increasing this business are unlimited. Full particulars will be furnished responsible applicants on request. Quick action is necessary in order to close an estate. WEST, Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

#### FOR SALE

Elevator and malting plant located at Davenport, Iowa. Grain elevator 220,000-bushel storage capacity. Malt house 1,800-bushel daily capacity. Situated on the C. R. I. & P. Ry. tracks, and C. M. & St. P. and C. B. & Q. Roads are available. Transit privileges are granted for Eastern and Southern points, and the location is very favorable for distribution of feeds and grain to these points as well as to the central feeding district. The location is in one of the best farming districts. Plant is in good physical condition and was operated until malt was prohibited. For particulars apply to DAVENPORT MALT & GRAIN COMPANY, Davenport, Iowa.

#### FOR SALE

Grain elevator for sale. Also three fine business lots and 40-acre farm with fine residence. E. HAUTERBROOK, Green Bay, Wis.

### MACHINERY

#### FOR SALE

Scale test weights. Highest bid gets them. CHAS. LOVE, Macon, Ill.

#### FOR SALE

Two Richardson Automatic Scales. Write for particulars. BOONEVILLE MILLING COMPANY, Booneville, Ind.

#### FOR SALE

15 H. P. Single Phase Wagner Motor, 220 volt, 60 cycle, A. C., right from shop. Too small, reason for selling. Price right. RAILSBACK GRAIN COMPANY, Ashland, Neb.

#### C. M. & ST. P. RY. CO. OFFERS FOR SALE

Two No. 10 Invincible Grain Cleaners. Fair condition. Inspection afforded, if desired. W. A. LINN, Purchasing Agent, Railway Exchange Building, Chicago, Ill.

#### FOR SALE

One No. 176 Eureka Receiving Separator with fan.

One No. 447 Eureka Cracked Corn Separator and Grader.

One 7-foot by 26-inch Munson Hexagon Reel with two conveyors.

One 8-foot by 25-inch Munson Round Reel with two conveyors.

Two 9-inch by 30-inch Monarch Double Roller Mills, smooth rolls.

All in first-class condition, used a short time. N. C. Y., Box 5, care "American Elevator and Grain Trade," Chicago, Ill.

### BAGS

#### BAGS—BAGGING—BURLAP

Second-hand bags for all purposes. Offices: New York, Pittsburgh and Utica. UTICA BAG & BURLAP COMPANY, 438-40 Whitesboro St., Utica, N. Y.

#### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

## Miscellaneous Notices

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Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

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Dole & Co., J. H., commission merchants.\*  
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Hitch & Carder, grain commission.\*  
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Hulburd, Warren & Chandler, com. merc.\*  
Illinois Seed Co., seed merchants.  
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Northern Grain & Warehouse Co., grain merchants.

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Courteney Seed Co., seeds.  
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Kamm Co., P. C., grain merchants.\*  
Kellogg Seed Co., seeds.  
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Mohr-Holstein Commission Co., grain com.\*  
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Feltman Grain Co., C. H., grain commission.\*  
Grier Grain Commission Co., grain commission.  
Grier & Co., T. A., grain commission.\*  
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Southworth & Co., grain and seeds.\*†  
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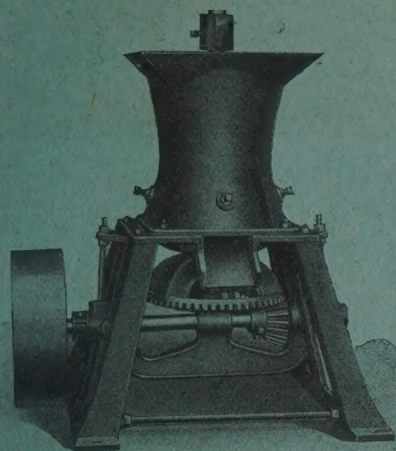
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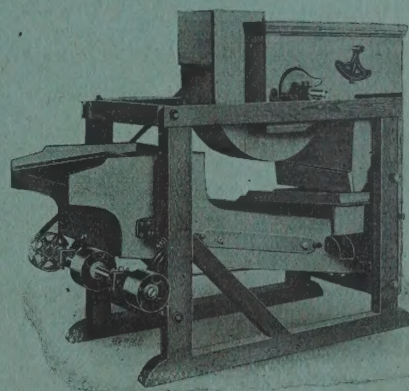
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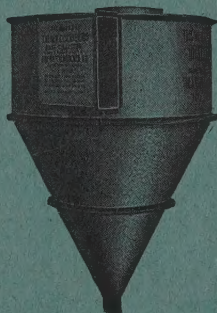
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